

**Publishers' Weekly**  
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**BOOK TRADE JOURNAL**

WITH WHICH IS INCORPORATED

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VOL. LXXX., No. 24.

NEW YORK, Dec. 9, 1911

WHOLE No. 2079

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By **MARY ROBERTS RINEHART**

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# A SHORT TALK TO DEALERS

THE art of "doing without" is a valuable possession for those who in this life have but little and look for nothing more. It is helpful to the dyspeptic in the consideration of foods and to the thirsty in deciding what to shun. The art of "doing without" has a certain value in the realm of sociology, but when it comes to the business world it has very serious limitations. In this age of economic stress and strife, "doing without" in the commercial field often means digging a rut, and as has been wisely remarked, the only difference between a groove and a grave, is one of depth.

In the book-business, for instance, a dealer cannot afford to "do without" a modern catalog equipment. The tools of the trade are so necessary he cannot possibly afford to economize in this direction. The bookseller who tries to "do without" an up-to-date index catalog is very improperly equipped for business. Half the number of books inquired for in bookstores, it is estimated, are those which have been published within three years; two-thirds are those which have been published within six years; and fully 90% are titles which have been either first published or were re-issued in new editions in the last decade.

You as a live bookseller, now, therefore cannot afford to "do without" the recent volumes of the "American Catalog," especially the three that cover the period from 1900 to 1910. These three volumes will enable your clerk to answer intelligently practically every inquiry concerning "books in print," helping you to make new customers as well as to hold the old ones.

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*The Publishers' Weekly*



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"In none of her previous books, charming as they are, has Miss Gale had a subject of so universal an appeal, or one which clutches hold of the heartstrings so tightly. Those who have lived in a small village will be fascinated by it, and those who have not will be delighted by its humor and tender pathos."

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"Full of a magic which makes you again a boy whose richest wealth is the possession of 'one whole day of vacation left.'" "Boys will read its humor with delight, men with a poignant recognition of the truth of its picture of boy life."

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The above mentioned was the second re-order. "Pandora's Box," by John Ames Mitchell, editor of *Life*, and author of "Amos Judd" and "The Pines of Lory," is now in a fourth large edition. It "has arrived" and is decidedly on its way up.

## BUYERS KNOW!



# New Books for Varied Christmas Giving

## The Marriage Portion

**Second Printing**

By **H. A. MITCHELL KEAYS**, author of "He that Eateth Bread with Me," "The Road to Damascus," etc. **\$1.35 net**; by mail, **\$1.47**

One of the widely discussed novels of the year. Its alertly realized setting is a university community "not a thousand miles from Cambridge." "There are many complications and passionate dramatic situations that hold the reader's attention."—*Boston Transcript*. "Her books are for adults—that is, for grown persons with grown minds."—*Chicago Tribune*. **A novel for the discriminating.**

## Her Husband: The Mystery of a Man

**Second Printing**

By **JULIA MAGRUDER**, author of "A Heaven-Kissing Hill," "Princess Sonia," etc. With illustrations by **LUCIUS WOLCOTT HITCHCOCK**. **\$1.35 net**; by mail, **\$1.47**

The most amazing story since "The Masquerader." During its serial publication even in abbreviated form it has aroused intense discussion. Enid Lothian is a poignantly alluring heroine and her husband is a character that will live in the memory. **A popular book for all kinds of readers.**

## The Knight-Errant

**A Novel of To-day**

**Second Printing**

By **ROBERT ALEXANDER WASON**, author of "Happy Hawkins," etc. Illustrated by **HANSON BOOTH**. **\$1.25 net**; by mail, **\$1.37**

The story of a rich young man who sets forth for his lady's sake to prove his worth in the world, and of the adventures that befall him from New York to San Francisco, and the phases of life that he learns to know. Mr. Wason's humor, which the *Nation* has called "American humor in its best estate," flashes everywhere. "An unusual book. Reality is there in character, situation and psychology. The Lady Barber is an admirable creation."—*N. Y. Evening Post*. **An appropriate gift for anyone able to appreciate a novel that is out of the ordinary.**

## One Way Out

**A Middle-Class New-Englander Emigrates to America** **Fifth Printing**

By **WILLIAM CARLETON**. **\$1.20 net**; by mail, **\$1.32**

The narrative of a salaried man with a family and what he did when he "lost his job" Few books have ever done so much to stimulate effective thinking among the American people. "A notable brief for democracy that everybody ought to read," says the *Nation*. "A good specific for discouragement, and a very genuine inspiration to healthful, courageous living," says the *Outlook*. **A valuable gift for a man, especially a young man.**

## The Incurrible Dukane

**An Immediate Success**

By **GEORGE C. SHEDD**, author of "The Princess of Forge," etc. Illustrated by **STANLEY L. WOOD**. **\$1.25 net**; by mail, **\$1.37**

In this breezy story of a ne'er-do-well the author has achieved a Western story of a new variety. "The story is told with power and spirit, and teems with the sunny optimism and irrepressible good spirits of the 'incurrible,' so that the reading is a pure joy throughout."—*Wilmington Every Evening*. "Dukane is charming—and he is all the more interesting because his story is thrown against the glowing background of the great free West."—*Oakland Tribune*. **A splendid gift for any man.**

## The Loser Pays

**A Story of the French Revolution**

**A winner—and it pays**

By **MARY OPENSHAW**, author of "The Cross of Honour." Decorative wrapper, **\$1.25 net**; by mail, **\$1.37**

"Of the many novels written around the French revolution, Mary Openshaw's 'The Loser Pays' stands out with prominence, having qualities of vividness and dramatic intensity that do justice to the time and make it live again."—*Chicago Post*. **A rare novel—entertaining and worth while.**

## The Garden of the Sun

**A Story of Army Life in the Philippines** **An Able Novel**

By **Capt. T. J. POWERS, U. S. A.** Illustrated. **\$1.25 net**; by mail, **\$1.37**

"Two things," says the *Nation*, "distinguish this story from the general run of military novels—vividness of dialogue and beauty of description. The final chapters form a dramatic climax to a novel which deserves serious attention as an important contribution to modern American fiction." **Men and women alike are entranced by it.**

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**The Best Baseball Book**

By **CHARLES E. VAN LOAN**. Decorative wrapper and frontispiece by **ARTHUR C. OVEY**. **\$1.00 net**; by mail, **\$1.10**

"Are you a fan?" asks J. B. Kerfoot in *Life*. "Then it may interest you to learn that baseball nines make first-class material for light fiction. Also that a young man has turned up who can do the trick. These nine stories are all good ones. And any small boy will tell you that nine hits in nine times to bat is going some." **For males of all ages from 9 to 90.**

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**BOSTON**



# **LISTEN!**

**I**N a few days your store will be *swamped, literally swamped*. Customers, friends, neighbors, all the people you ever knew and a lot more besides will be pushing, elbowing, crowding in the aisles, pawing over your book stock, begging your clerks to take orders, asking for a dozen different things a minute, while the ting-a-ling-ling of the cash register will be the cheerfullest sound in the place. You know how it is during the Holiday Rush.

Now how much chance, may we ask, will you have then, in all that hurly-burly, when perhaps you are working at top speed fourteen and sixteen hours a day, to pick out the book your customers will want *at that time*?

We do not like to prophesy, but we beg to call your attention *now*, to a few simple facts:

The most popular novel, according to the *Bookman's* list of best-sellers, for the year 1911 to date is

**THE BROAD HIGHWAY. By Jeffery Farnol**

Published by Little, Brown & Co. **last February**

**THE ONLY OTHER NOVEL BY JEFFERY FARNOL NOW ON THE MARKET IS**

# **The Money Moon**

Published by DODD, MEAD & COMPANY, on November 15th

**FIVE DAYS AFTER PUBLICATION WE STARTED THE**

**FIFTH BIG EDITION. TWO WEEKS AFTER**

**PUBLICATION WE STARTED THE SEVENTH EDITION**

We are rushing our paper makers, printers and binders, to their topmost limit to give us what we think will be enough books to supply the demand between now and Christmas.

**But, if** the great American public decides that the new novel by the author of the best selling novel of 1911 is *what it wants*, and indications point that way, then there are going to be more customers demanding **THE MONEY MOON** than there will be books to sell them.

*May we suggest that an order NOW will be easier for you, and more certain of being filled, than telegrams after the rush is on.*

**DODD, MEAD & COMPANY, Fourth Ave. and 30th St., N. Y.**



# The Publishers' Weekly

## Subscription Rates

One year, postage prepaid in the United States, \$4.00; foreign, \$5.00.

Single copies, 10 cents; postpaid, 12 cents. Educational Number, in leatherette, 50 cents; Christmas Bookshelf, 25 cents. Extra copies of the numbers containing the three and six months' Cumulative Lists, 25 cents each, to subscribers only. The Annual Summary Number is not sold separately.

## Advertising Rates

One page.....	\$25 00
Half page.....	14 00
Quarter page.....	7 00
Eighth page.....	4 00
One-sixteenth page.....	2 00

The above rates are for unspecified positions. Special rates for preferred positions (full pages only).

Higher rates are charged for the Summer Number, Educational Number and Christmas Bookshelf.

Under "Books for Sale," or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line. See under "Books Wanted" for special rates to subscribers.

Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

Published by the R. R. BOWKER COMPANY.

R. R. BOWKER, President and Treasurer. FREMONT RIDEN, Sec'y  
PUBLICATION OFFICE, 298 BROADWAY, NEW YORK CITY.

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## NOTES IN SEASON.

JOHN AMES MITCHELL'S "Pandora's Box" (Stokes) is already in its fourth large edition, and still selling.

CASSELL & COMPANY are the publishers of a handsome edition of "Pilgrim's Progress." There are twelve full-page plates in color by James Clark, and a reproduction of John Bunyan's portrait by T. Sadler. They also have ready a new and enlarged edition of

"Indoor Amusements," compiled by J. A. Manson.

SOME interesting books on the John Murphy Company, Baltimore, list are Allen S. Will's "Life of Cardinal Gibbons," a show card for which will be sent to any dealer on application; "Beacon Lights," a collection of quotations from Cardinal Gibbons' writings, selected by Cora Payne Shriver; and another book of selections from his writings and speeches, "Words of Wisdom to the People," prepared under the direction of the faculty of St. Mary's Seminary, Baltimore.

CHARLES SCRIBNER'S SONS have just published for the Society of Illustrators their first "Annual." It is ten years since the Society was organized, and this seems a most fitting time to inaugurate a yearly publication. Royal Cortissoz writes the introduction, and the rest of the volume is made up of well reproduced pictures, each member having the right to send in one drawing of his own choice, preferably unpublished, no limitation of any sort being imposed, save naturally as to the mode of reproduction.

SMALL, MAYNARD & COMPANY report good sales for a number of their latest books. Already second printings have been necessary for "The Marriage Portion," by H. A. Mitchell Keays; "Her Husband," by Julia Magruder, and Robert Alexander Wason's "The Knight-Errant;" William Carleton's "One Way Out" has been reprinted five times; "The Incurable Dukane," by George C. Shedd; Mary Openshaw's "The Loser Pays;" "The Garden of the Sun," by Captain T. J. Powers, and Charles E. Van Loan's baseball story, "The Big League," are all making marked successes.

LEATHER editions of standard works always make up a large part of the Christmas offerings of the various publishing houses, and this year Doubleday, Page & Co. are issuing leather editions of a number of books. Among them are "Adventures in Contentment" and "Adventures in Friendship," by David Grayson; "On Christmas Day in the Morning," and "On Christmas Day in the Evening," by Grace S. Richmond; and "The Richer Life," the book of essays by Walter A. Dyer, which though first published in cloth this fall, has been in such demand as a gift book that its publication in leather was ordered.

GEORGE H. DORAN COMPANY call attention to the fact that for six consecutive months Arnold Bennett's philosophies have been among the best-selling non-fiction. "How to Live on 24 Hours a Day," his study in the conservation of time; "The Human Machine," a study in the conservation of energy; "Mental Efficiency," the conservation of mind; and "Literary Taste: How to Form It," telling of the conservation of pleasure, make a quartet of delightful reading. For the Christmas season there is a fifth volume from Mr. Bennett's pen, "The Feast of St. Friend," a book full of wit, tenderness and charm, quite different from the usual Christmas offering.



# Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8° etc.

**Abbott, Fk. Frost.**

The common people of ancient Rome; studies of Roman life and literature. N. Y., Scribner, '11. (Dg) c. 12+290 p. D. \$1.50 n.

Author is Kennedy professor of the Latin language and literature, Princeton. The common people of Rome made the empire what it was, carrying its standards to the Euphrates and the Atlantic; they lived abroad Romanizing the colonies, or stayed at home supplying the daily needs of the capital. This work deals with their language, literature, occupations and amusements, their social, political, and economic conditions.

**Adams, H., and Matthews, Ernest R.**

Reinforced concrete construction in theory and practice; an elementary manual for students and others. N. Y., Longmans, '11. (Dg) 13+316 p. il. O. \$3 n.

Both authors are members of the Council of the Concrete Institute, of England.

**Allen, Everett Tyson.**

Practical forestry in the Pacific northwest; protecting existing forests and growing new ones, from the standpoint of the public and that of the lumberman; with an outline of technical methods. Portland, Ore., Western Forestry and Conservation, [Yeon Bldg.,] '11. (Dg) 130 p. O. 50 c.

Object is to present the elementary principles of forest conservation as they apply on the Pacific Coast from Montana to California. Forestry in its relation to the public, the lumberman, the farmer, and the forest itself is treated of with a chapter devoted to the fire hazard. Author is forester for the Western Forestry and Conservation Association.

**American (The) annual of photography, 1912.** v. 26; ed. by Percy Y. Howe. N. Y., [G: Murphy, 57 E. 9th St.,] '11. (Dg) c. 328 p. il. O. pap., 75 c.

**Andrews, Eliza F.**

A practical course in botany; with especial reference to its bearings on agriculture, economics, and sanitation; with editorial revision by Fs. E. Lloyd. N. Y., Am. Book Co., '11. (Dg) c. 9+374 p. il. O. \$1.25.

**Baedeker, Karl.**

Austria-Hungary; with excursions to Cetinje, Belgrade, and Bucharest; handbook for travellers; with 71 maps, 77 plans, and 2 panoramas. 11th ed., rev. and augmented. N. Y., Scribner, [imported,] '11. (Dg) 22+602 p. S. \$3 n.

**Baldwin, Harmon Allen.**

Objections to entire-sanctification considered. Tuscola, Ill., H. A. Baldwin, ['11.] (Dg) c. 63 p. D. 35 c.

Refutes objections to the doctrine of entire-sanctification, which is the absence of all sin, both in fact and in principle, the presence of all the graces of the Spirit, "love, joy, peace, long-suffering, gentleness, goodness, faith, meekness, temperance."

**Bates, Mrs. Margaret Holmes Ernsperger.**

Hildegarde, and other lyrics. N. Y., Broadway, ['11.] (Dg) c. 86 p. 12°. \$1.

**Batifoll, Pierre Henry.**

Primitive Catholicism; tr. by Henri L. Brianceau, from the 5th French ed. of "L'église naissante," rev. by the author. N. Y., Longmans, '11. (Dg) 28+424 p. O. \$3.50 n.

Study of the formation of Catholicism. The origins of this formation, taking the time of St. Cyprian as the term of these origins, are discussed. The Jewish dispersion and Christianity, the infant church, Catholicism of St. Irenæus, the case of Clement of Alexandria, Tertullian's variations, Origen and Greek orthodoxy and St. Cyprian and Rome are the phases of the subject taken up. Index.

**Beaver, Jacob Lynford.**

The principles of alternating currents. Phil., [J. L. Beaver,] '11. (Dg) c. 194 p. diagrs., 8°, \$3.75.

**Black, Ja.**

The pilgrim ship. N. Y., Christian Herald, ['11.] (Dg) c. 345 p. front. 8°, \$1.25.

**Bradford, Ernest Smith.**

Commission government in American cities. N. Y., Macmillan, '11. (Dg) c. 14+359 p. (15 p. bibl.) pls. D. \$1.25 n.

"To inquire as to the rise of the plan, the reasons for its adoption, and the degree of success attained where it has been tried; and finally to analyze the idea into its elements, and to try to account for certain of the results which have followed its introduction, is the purpose of this brief volume."—Preface.

**Brannt, W: Thdr., ed.**

The practical dry cleaner, scourer, and garment dyer: comprising dry, chemical, or French cleaning; purification of benzine; removal of stains, or spotting; wet cleaning; finishing cleaned fabrics; cleaning and dyeing furs, skin rugs and mats; cleaning and dyeing feathers; cleaning and renovating felt, straw and Panama hats; bleaching and dyeing straw and straw hats; cleaning and dyeing gloves; garment dyeing; stripping; analysis of textile fabrics. 4th ed., rev. and enl., il. by 41 engravings. Phil., H: C. Baird & Co., '11. (Dg) c. 20+351 p. il. 12°, \$2.50.

**Browning, Rob. and Eliz. Barrett.**

Love songs; selected and arranged by Ethel Harris; with reproductions from the works of the master painters. Chic., Rand, McNally, ['11.] (Dg) c. 4+5-96 p. il. 12°, \$1.

Published in 1909 under title "Love poems from the works of Robert Browning and Elizabeth Barrett Browning."

**Bunyan, J:**

The pilgrim's progress, from this world to that which is to come delivered under the similitude of a dream; with 12 full-page plates in colour by Ja. Clark, and a life of the author by the Rev. J: Brown. N. Y., Cassell, '11. (Dg) 51+334 p. Q. \$3 n.

Handsomely illustrated and bound and well printed edition.



**Bury, J: Bagnell.**

The Cambridge medieval history; ed. by H. M. Gwatkin and J. P. Whitney. In 8 v. v. 1, The Christian Roman Empire and the foundation of the Teutonic kingdoms. N. Y., Macmillan, '11. (Dg) c. 22+754 p. (140 p. bibl.) maps, O. \$5 n.

First volume of a comprehensive account of medieval times, drawn up upon the same lines as the "Cambridge modern history." A full bibliography is added to every chapter, and a portfolio of illustrative maps is published to accompany each volume. Work is intended to cover the entire field of European medieval history, so that in every chapter a specialist sums up recent research upon the subject. Many countries are represented in the list of contributors. Present volume covers a period of about two hundred years, beginning with Constantine and stopping a little short of Justinian.

**Calvert, Alb. F:**

Sculpture in Spain; with 162 illustrations. N. Y., J: Lane, '11. (Dg) 13+174 p. pls. D. (Spanish ser.; ed. by Alb. F: Calvert.) \$1.50 n.

Sculpture has always been the most genuinely Spanish of the arts. As far back as the prehistoric Iberian period we find traces of a vigorous school of sculpture in Spain, which, though based on Greek and Asiatic sources, yet attained a striking individuality of its own. The paintings, rather than the sculptures of Spain, have attracted attention hitherto, but Mr. Calvert shows by his text and illustrations that the latter are more than worthy of close study.

**Cantonwine, Alex.**

Star forty-six, Oklahoma. [Oklahoma City, Okla., Pythian Times Pub.,] '11. (Dg) c. 334 p. il. 12°, \$1.50.

**Catholic** (The) encyclopedia; an international work of reference on the constitution, doctrine, discipline, and history of the Catholic church; ed. by C: G. Herbermann and others. In 15 v. v. 12. N. Y., R. Appleton Co., ['11.] (Dg) c. 15+800 p. il. pors. maps, Q. \$6; ¾ mor., \$8; full mor., \$15.

For notice of complete work, see American catalog, 1905-'07, v. 2, '07.

**Chamberlain, Lawrence.**

The principles of bond investment. N. Y., Holt, '11. (Dg) c. 13+551 p. tabs., O. \$6 n.

Author is with Kountze Brothers, bankers, New York, and staff lecturer on finance in New York University, School of Commerce, Accounts and Finance. Work is in four parts: Channels of investment. Civil loans, Corporation loans, and Mathematics and movement of bond prices. Civil loans are treated of in most detail; industrial bonds receive no attention, as their treatment is not sufficiently uniform for safe generalization. Appendix contains paper on "The gamble in 'governments' by national banks," by W. H. Lyon. Index.

**Chamberlin, H: Harmon.**

Poems. [Worcester, Mass., Commonwealth Press,] '11. (Dg) c. 396 p. 8°, \$3.

**Chen Huan-Chang.**

The economic principles of Confucius and his school. In 2 v. N. Y., Longmans, '11. (Dg) 15+362; 365-756 p. fold. tab., O. (Columbia Univ. studies in history, economics and public law.) \$6; pap., \$5.

Contains discussion of the economic principles of the chief disciples of Confucius, in successive dynasties, as well as of the teachings of the Master himself. Author has studied political economy at Columbia University, and in his book incidentally contrasts Chinese and Occidental civilizations. It is a presentation of Confucianism from the purely Confucianist point of view by one who is a Confucianist, but who has had the advantage of sifting his ideas through the methods of western science. Index.

**Clark, T: Arkle, and Warnock, Arth. Ray.**

Facts for freshmen concerning the University of Illinois. Urbana, Ill., Univ. of Ill., '11. (Dg) 100 p. O. bds., 50 c.; pap., 25 c.

Written for those who contemplate entering the University, or who have just enrolled. It is intended to make them better acquainted with its history and life.

**Clarke, Hans Thacher.**

A handbook of organic analysis, qualitative and quantitative; with an introd. by J. Norman Collie. N. Y., Longmans, '11. (Dg) 8+264 p. figs. D. \$1.40 n.

Author is lecturer on stereochemistry in University College, London.

**Comstock, Mrs. Anna Botsford.**

Handbook of nature-study for teachers and parents, based on the Cornell nature-study leaflets, with much additional material and many new illustrations. Ithaca, N. Y., Comstock Pub., '11. (Dg) c. 17+938 p. (4 p. bibl.) il. 8°, \$3.25.

**Conklin, G: W.**

The new Conklin's handy manual of useful information and world's atlas; 52 maps, 48 in colors; comp. and rev. by Ja. A. Beaton. Thoroughly rev. ed. Chic., Laird & L., '11. (Dg) c. '07-'11. 12+517 p. T. 50 c.; limp cl., 25 c.

**Coutts, Fs.**

Psyche. N. Y., J: Lane, '11. (Dg) 69 p. D. \$1.25 n.

**Crawford, Ja. Shannon.**

Political socialism, would it fail in success?; a book for busy men. 3d ed. Cherokee, Ia., J. S. Crawford, ['11.] (Dg) c. 8+110 p. front. 12°, 25 c.

**Daggett, Mary Stewart.**

The higher court. Bost., Badger, '11. (Dg) c. 312 p. D. \$1.25 n.

Scene is laid in California. Father Barry, a gifted Catholic priest, rouses his bishop's jealousy when he succeeds in stimulating his people to enthusiasm for the building of a cathedral. The bishop suspends him, and Father Barry turns from his priestly vows and marries the love of his early manhood. The rest of the story is concerned with his struggle to adjust his early religious vows and belief to his new vows and life.

**Davenport, Cyril Ja. H.**

Cameo book-stamps figured and described. N. Y., Longmans, '11. (Dg) 16+207 p. il. Q. \$6 n.

Cameo book-stamps are in low relief, like medals, and are generally left uncolored and uncolored. These stamps—the larger and more important of which are here illustrated—form an important division of the subject of decorative bookbinding, and can rarely be satisfactorily photographed. Mr. Davenport's drawings are particularly accurate copies of their originals, and with each there is a short description. Index.

**Davis, E: Douglas.**

Date tables; showing the number of days from any date to any other date within one year, with supplementary tables for figuring interest and return premiums. Minneapolis, Minn., E: D. Davis, ['11.] (Dg) c. 163 p. 8°, \$2.50.

**Davis, Kary Cadmus.**

Productive farming. Phil., Lippincott, '11. (Dg) c. 8+357 p. il. D. \$1.  
Author is professor of agronomy, New Jersey



College of Agriculture (Rutgers). Book is intended for rural schools of all kinds and graded village and city schools chiefly below high-school rank. Plant production, Animal production, Animal products, and Farm management are the divisions of the work, while appendices contain reference tables, list of experiment stations, fertilizer formulas, etc.

**Dawe, Sampson.**

The little gem assessment chart. Bost., [S. Dawe,] '11. (D9) c. 161 p. 16°, \$1.

**Dawson, W: Ja., D.D.**

One night in Bethlehem; a Christmas story. N. Y., Doran, [11.] (D9) c. '10. 54 p. il. in col. O. bds., 75 c. n.

Alaric, a boxer of Rome, old, lame and poor, wanders to Palestine, and just outside Bethlehem he meets Joseph and Mary, to whom he gives up his place in the stable of the inn, which is too crowded to furnish other accommodation. He sleeps in the open and guides the shepherds and the three wise men to the Child and worships Him with them.

**De Groat, Herman C.**

Bird studies for home and school; sixty common birds, their habits and haunts. Buffalo, N. Y., H. C. De Groat, '11. (D9) c. 146 p. col. pls. 4°, \$2.

Designing and cutting cams. 3d ed., rev. and enl. N. Y., Industrial Press, '11. (D9) c. 48 p. diagrs., 8°, (Machinery's reference ser.) 25 c.

**Devine, A: T:**

The spirit of social work; addresses. N. Y., Charities Publication Com., '11. (D9) c. 11+231 p. D. hf. cl., \$1.

Nine addresses by the editor of *The Survey*. Contents: Conservation of human life; Tenement home in modern cities; Substantial value of woman's vote; Attitude of society towards the criminal; Correction and prevention of crime; Problem of the police; Religious treatment of poverty; Dominant note of the modern philanthropy; Next quarter century.

**Dustman, Urias M.**

Construction of dwelling houses and bungalows; a book that shows you how to construct in fullest detail modern priced homes and bungalows. Chic., C: C. Thompson Co., '11. (D9) c. 5-214 p. il. plans, 8°, \$1.

**Dyke, And. Lee.**

Dyke's automobile encyclopedia. 2d ed., rev. and enl., in 40 parts, including a dictionary, index and 175 charts treating on construction, operation, repairing of automobiles and gasoline engines. St. Louis, A. L. Dyke, [11.] (D9) c. '12. 500 p. il. diagrs., 4°, \$3.

**Eisenring, C. J.**

The Gospels for Lent and the passion of Christ; readings at divine service during the forty days of Lent; with short meditations for the faithful; rendered from the German by C: Cannon. St. Louis, Herder, '12, [11.] (D9) c. 178 p. 12°, 80 c.

**Emerson, C: Harris.**

Psychocraft; being the art of following the lead of instinct which uses human organic mechanisms to avert disaster, create genius, prophetic insight, or verify faith with superorganic intuitions; incidentally introducing a new idea of the principle of onwardness; with il. by the author, giving for the first time in over two thousand years a definite operative solution of the

greatest mystery of ancient Hebrew literature: the oracle of Aaron's breastplate, carefully worked out and practically applied as herein presented in the elegant and infallible oracle of Ellu; [accompanied by small tin box containing crystals and lettered: The oracle of Ellu.] [Portland, Me., Southworth Pr., '11.] (D9) c. 407 p. il. chart, diagrs., 8°, \$2.50.

**Emily, Shareefa of Wazan.**

My life story; ed. for Mme. de Wazan by S. L. Bensusan; with a preface by R. B. Cunningham Grahame. N. Y., [Longmans,] '11. (D9) 20+327 p. pls. pors. O. \$3.50 n.

Some forty years ago there was a considerable stir in European circles when the news was published that a young Englishwoman was about to marry the Grand Shareef of Wazan, who is the ecclesiastical head of Morocco. The Grand Shareef's widow is still living in Morocco, and has here set down the story of her life. Her experiences have hardly been paralleled by any European woman, and she has been brought face to face with the intimate seclusion of the Moorish woman's life, even while maintaining her original faith.

Ethics of successful matrimony; including eighty hints to the newly married, by the Domestic Felicity League, Marion, Indiana. Marion, Ind., Scott's Printery, '11. (D9) 127 p. forms, 8°, \$2.50.

**Fairchild, C: Bryant.**

Mental engineering; or, practice in the kingdom of thought, in four numbers. no. 1. N. Y., C: B. Fairchild, '11. (D9) c. 113 p. il. S. leath., \$1.

The whole work is designed as a text book for all schools of mental scientists, or for all persons interested in what is termed new knowledge. The first number contains the preface, introduction and definitions designed for the entire work, which is already written. The other numbers will be published as the demand arises. Each number is introduced by suitable Scripture quotations, and each has an illustrated object lesson to serve as an analogy.

**Field, Ruth Alden, ["Ruth Alden," pseud.]**

The Corona cook book; a collection of choice recipes, with an expandable device for keeping personal cooking rules. Chic., Abbey Co., '11. (D9) c. 100 cards (20 blank) in case, 16°, \$1.25.

**Fisher, Sydney G:**

The true Daniel Webster; with 25 illustrations. Phil., Lippincott, '11. (D9) c. 18+15-516 p. pls. pors. map, O. \$2 n.; hf. mor., \$5 n.

A true life of Webster, telling facts without fear or favor, and giving much new information. Each stage of his career is considered, from his early days as a lawyer, his rise to prominence, entrance into political life, and the influence he exerted on national affairs. There are numerous illustrations, many of them never before published. Index.

**Foundation (The)** library for young people; a comprehensive and systematic presentation of practical and essential knowledge; written in an interesting and instructive way for children and youth; designed to inform the mind, stimulate ambition, elevate ideals, and create right and healthy views of life and conduct; also intended to aid parents, teachers, and all others interested in the culture and training of the young. 11 v. Chic., Educ. Soc., [11.]



(Dg) c. il. pls. (partly col.) pors. diagrs., 8°, ea., \$2.64.

*Contents:* I., The first years of childhood; II., The story of the nations; III., Government and citizenship; IV., The wonderful universe; V., The world of nature; VI., The story of literature; VII., The world of art and beauty; VIII., The physical life; IX., The moral life; X., Great discoveries and inventions; XI., Stories, books, plays, biographies.

**Furman, Franklin De Ronde.**

Valves, valve-gears and valve diagrams; 152 illustrations. Hoboken, N. J., [F. D. Furman,] '11. (Dg) c. 8+130 p. diagrs., 4°, \$3.50.

**Gibbons, Cardinal Ja.**

Words of wisdom to the people; culled from the writings and speeches of His Eminence James, Cardinal Gibbons. Balt., J: Murphy Co., ['11.] (Dg) c. 21+170 p. por. 16°, \$1.

**Godbold, Arth. D., ed.**

The photographic annual, 1911-12; incorporating the figures, facts and formulæ of photography; a guide to their practical use. 7th ed. 4th year of publication. N. Y., Tennant & Ward, '11. (Dg) 293 p. il. D. pap., 50 c.

**Goldstein, D., and Avery, Martha Moore.**

Socialism: the nation of fatherless children. [2d ed.] Bost., T: J. Flynn & Co., [62-64 Essex St., '11.] (Dg) c. 8+365 p. 8°, \$1.25.

**Grossmann, Maximilian Philip Eugen.**

Some fundamental verities in education; with a symposium preface by F: E. Bolton and others. Bost., Badger, ['11.] (Dg) c. 10+118 p. D. \$1 n.

Companion to author's "Career of the child from the kindergarten to the high school." Endeavors to prove the fundamental value, in education, of the native instincts and tendencies of the child, laying particular stress upon the manual and creative side of educational methods.

**Hackwood, F: W:**

Good cheer; the romance of food and feasting. N. Y., Sturgis & W., '11. (Dg) 424 p. pls. O. \$2.50 n.

Book is a storehouse of gastronomic lore, dealing with the foodstuffs of all nations and the culinary practices of all ages, the whole enlivened by literary references and anecdotal illustrations. The subject is approached from the historic and picturesque side; reference is made to the dietary of the Scriptures, a Roman banquet, Old English fare, right royal feasting, and baronial profusion; to seasonal festivals and comestibles of wide-spread fame; to national dishes and national prejudices; to feasting and fasting, and the influence of diet upon health and character.

**Haines, T: L., and Yaggy, Levi W.**

Stepping stones; or, aids and aims to a successful life: golden thoughts on over one hundred subjects; il. with colored plates and half-tone engravings. [Chic., Homewood Press, '11.] (Dg) c. 6+607 p. pls. (partly col.) 8°, \$2.25.

**Harvey, Nathan Alb.**

Physiological psychology. Ypsilanti, Mich., [Standard Pr., '11.] (Dg) c. 172 p. il. diagrs., 8°, 45 c.

**Haslam, W. E.**

Style in singing. N. Y., G. Schirmer, '11. (Dg) c. 9+104 p. D. \$1.50 n.

Short work on the laws governing the effective interpretation of vocal music.

**Hawthorne, Julian.**

The history of the United States from 1492 to 1910. 3 v. N. Y., P. F. Collier & Son, '11. (Dg) c. '10. pls. 8°, \$2.25.

**Haynes, Williams.**

The Airedale. N. Y., Outing Pub., '11. (Dg) c. 102 p. D. (Outing handbooks.) 70 c.

Treats of care and breeding, the history of Airedale terriers, dog shows, etc. By author of "Toy dogs," "Beagles and beagling."

**Heilprin, Angelo.**

The earth and its story; a first book of geology. Rev. ed. N. Y., Silver, Burdett, ['11.] (Dg) c. 267 p. pls. map, 12°, \$1.

**Henderson, Helen Weston.**

The Pennsylvania Academy of the Fine Arts and other collections of Philadelphia; including the Pennsylvania Museum, the Wiltach collection, and collections of Independence Hall and the Historical Society of Pennsylvania. Bost., L. C. Page, '11. (Dg) c. 16+383 p. pls. O. (Art galleries of America ser.) \$3 boxed; ¾ leath., \$7, boxed.

Scope of volume is limited to the more important of the public collections of Philadelphia, with particular stress upon the historic portraits, in which they are extremely rich. It aims to give some idea of the artistic material in the city, produced by that galaxy of resident artists, whose presence, fostered by the court of Washington, made Philadelphia, in her early days, the artistic centre of America. There are many reproductions of their pictures in the book.

**Henson, Poindexter Smith.**

The four faces, and other sermons. Phil., Griffith & R., '11. (Dg) c. 256 p. O. \$1 n.

*Contents:* Face of an ox; Face of a lion; Face of a man; Face of an eagle; Hero of the treadmill; Apocalyptic angel; Citadel of Christianity; Great commencement day; Wilderness wooing; Lost Bible; Choked wells; Earth and heaven; Atmospheres; Stick.

**Herrick, Cheesman A.**

Reclaiming a commonwealth. Phil., J: J. McVey, ['11.] (Dg) c. 6+201 p. S. \$1 n.

*Contents:* Reclaiming a commonwealth; Education the keystone of power; Old and new education; Samuel Miller's retrospect; Unconscious education; The nestor of American schoolmasters; Professional ethics; New commercialism; Supervision of high schools; Old age pensions; Retirement funds for teachers.

**Herter, Christian Archibald.**

Biological aspects of human problems. N. Y., Macmillan, '11. (Dg) c. 16+344 p. D. \$1.50 n.

First discusses in what respects the animal body may be regarded as a mechanism and in what respects it differs from mechanical contrivances with which we are now acquainted. Following this the various instincts of human nature such as those which relate to imitation, affection, love of beauty, the awe of the powerful and unintelligible, the self-preservative, are taken up while finally the tendencies in development in education, literature, music, art, business, politics and science are considered.

**Hobhouse, Leonard Trelawny.**

Social evolution and political theory. N. Y., Lemcke & B., '11. (Dg) c. 9+218 p. O. (Columbia Univ. lectures, Julius Beer foundation.) \$1.50 n.

Lectures delivered at Columbia University, April, 1911, by professor of sociology, University of London. *Contents:* Meaning of progress; Progress and the struggle for existence; Value and limitations of eugenics; Social harmony and the social mind; Social



morphology; Growth of the state; Evolution and progress; Social philosophy and modern problems; Individual and the state. Index.

**Holley, Marietta, ["Josiah Allen's wife," pseud.]**

Samantha at Coney Island and a thousand other islands. N. Y., Christian Herald, [11.] c. 14+349 p. il. por. 8°, \$1.50.

**Horace, [Quintus Horatius Flaccus.]**

The epistles; ed. by E. P. Morris. Text ed. N. Y., Am. Book Co., '11. (Dg) c. 67 p. D. (Morris and Morgan's Latin ser.) pap., 30 c.  
Editor is professor of Latin in Yale College.

**Hubbard, Kin.**

Abe Martin's almanack; being a faithful full year's record of the sayings and doings of Abe Martin and his neighbors; together with biographies of the same and much valuable information for those who prefer to live by agriculture, along with Miss Fawn Lippincut's spirited replies to timely questions from many sources; il. by the author. Garden City, N. Y., Doubleday, Page, [11.] (Dg) c. no paging, S. \$1 n.

Amusing little book full of such wisdom as this, "a self-made man wouldn't be so bad if he'd jist keep still about it."

**Hudson, Clarence Wa.**

Deflections and statically indeterminate stresses. N. Y., Wiley, '11. (Dg) c. 13+258 p. diags., (partly fold.,) 4°, \$3.50.

**Hutchinson, Woods, M.D.**

We and our children. Garden City, N. Y., Doubleday, Page, '11. (Dg) c. '08-'11. 10+371 p. D. \$1.20 n.

Common sense advice by a physician about the mental, moral and physical problems that confront all parents in bringing up their children.

**Johnson, Eliz. Winthrop.**

One chance in a hundred: a novel. Bost., Badger, [11.] (Dg) c. 312 p. 12°, \$1.25.

**Johnson, Francis Howe.**

God in evolution: a pragmatic study of theology. N. Y., Longmans, '11. (Dg) c. 7+354 p. D. \$1.60 n.

Tentative application of the pragmatic method to religious thought. It contemplates the possibility and the need of a change of base in theology from that of a special divinely authorized revelation to that of the comprehensive revelation that God has made of Himself in nature, in human consciousness, and in the long experience of the human race. It sees in evolution an opportunity, such as has never before existed, for the construction of a theology that may be called *natural* in the widest sense.

**Jones, Philip Lovering.**

Henry Drummond; a study. Phil., Griffith & R., [11.] (Dg) c. 41 p. front. D. bds., 25 c. n.

By author of "A restatement of Baptist principles," etc. Study was first published in the *Review and Expositor*. The catholicity of Drummond's spirit is the phase of his character most dwelt upon and developed.

**"Justruth," pseud.**

The dawn of a new era; or, truth, love, and faith defined. Bost., Roxburgh Pub., [11.] (Dg) c. 341 p. D. \$1.50.

Author says that "in and through truth only can you increase in knowledge and grow in wisdom. Contents: Fable; Mythology; Hearsay; True philosophy of faith: Truth of belief; Light of true love; Casket of knowledge or experience; Wisdom; Reason's address to the people; Virtues of truth; True philosophy of life; Just a word.

**Kelley, W: Valentine.**

Down the road and other essays of nature, life, literature, and religion. N. Y., Eaton & M., [11.] (Dg) c. 10+421 p. D. \$1.50 n.

Contents: Nature; Down the road; Pleasures and pains of foreign travel; Vagabondia; Beside the sea, etc.; Life: In the hospital; A doctor's confession; About cupids, etc.; Literature: Author of 'Rab and his friends'; Glance at Alfred Noyes' poetry; Lanier's devout ballad, etc.; Religion: Romantic Christ; Religion of Gilder's poetry, etc.

**Kemp, Ja. Furman.**

A handbook of rocks, for use without the microscope; with a glossary of the names of rocks and of other lithological terms. 5th ed., rev. N. Y., Van Nostrand, '11. (Dg) c. 11+272 p. il. pls. tabs., diags., 8°, \$1.50.

**Ketchum, Milo Smith.**

The design of walls, bins, and grain elevators. 2d ed., rev. and enl. N. Y., Engineering News Pub., '11. (Dg) c. 19+556 p. il. diags., (partly fold.,) 8°, \$4.

**King, Franklin Hiram.**

Farmers of forty centuries; or, permanent agriculture in China, Korea and Japan. Madison, Wis., F. H. King, '11. (Dg) c. 9+441 p. il. por. D. \$2.50.

Field studies among the farmers and gardeners of the Orient. Describes their marvellous fertilization, utilization of wastes and composts; multiple cropping; rice, silk and tea culture; canals and terraced hills; fuel problem and green manuring.

**Kleinheinz, Fk.**

Sheep management; a handbook for the shepherd and student. Madison, Wis., [F. Kleinheinz,] '11. (Dg) c. 20+225 p. il. 12°, \$1.50.

**Klemm, L: R:**

Public education in Germany and in the United States. Bost., Badger, '11. (Dg) c. 350 p. D. \$1.50 n.

By United States Government specialist in foreign education. The scope of book is a wide one, divided into more than forty sections, with numerous illustrations. It is an attempt to contribute something toward a mutual understanding between those two nations which, educationally considered, are at the head of the column of civilization. A valuable feature of the book is the large number of schoolroom lessons it contains.

**Kroeber, A. L.**

Phonetic elements of the Mohave language. Berkeley, Cal., Univ. of Cal., '11. (Dg) 45-96 p. pls. Q. (Univ. of Cal. pubs.; Am. archæology and ethnology.) pap., 65 c.

**Labofish, C: Schachan.**

How to win fortune by inventing; couched in a readable story; containing copious demonstrations, illustrations, examples and specific instructions on how to make commercially valuable inventions; how to acquire a knowledge of mechanics; how to invent elaborately and methodically; how to make money out of patent rights; how to approach and interest capitalists; how to build models economically; gists of patent laws, etc. Wash., D. C., C: S. Labofish, [11.] (Dg) c. 214 p. il. por. 12°, \$1.

**Lake, Nancy.**

Menus made easy; or, how to order dinner and give the dishes their French



names. Rev. and extended ed. (the 22d). N. Y., Warne, '11. (Dg) 11+284 p. D. \$1 n.

**Lindsay, Forbes,** ["Boston," "Charles Harcourt," pseud.]

Cuba and her people of to-day; an account of the history and progress of the island previous to its independence; a description of its physical features; a study of its people, and in particular an examination of its present political conditions, its industries, natural resources, and prospects; together with information and suggestions designed to aid the prospective investor or settler; il. from original and selected photographs by the author. Bost., L. C. Page, '11. (Dg) c. 12+329 p. map, D. \$3, boxed.

History and geography of Cuba are sketched with special reference to their essential influence upon her development. The progress, prospects and present-day Cuba are discussed, as well as the people of the country and the agricultural, mineral and industrial conditions. Appendices contain the Proclamation of the Commercial Convention between United States and Cuba, the treaty between the two countries signed in 1904, and statistical tables of Cuba's finance and commerce. Index.

**Manson, J. A., comp.**

Indoor amusements; including round games, toy games, mechanical and arithmetical puzzles, card games, magic, fire-side fun, etc. New and enl. ed., with 16 full-page plates and numerous other illustrations. N. Y., Cassell, '11. (Dg) 348 p. O. \$1.25 n.

**Martin, Percy Falcke.**

Peru of the twentieth century. N. Y., Longmans, '11. (Dg) 20+348 p. pls. O. \$4.20 n.

By author of "Through five republics of South America," "Mexico of the twentieth century," etc. Mr. Martin does not treat of the history nor the political conditions of Peru, but confines himself to those aspects of the country upon which a foreign visitor may speak with fairness and the insight of a keen observer. Finance, education, Lima, the capital, cost of living, agriculture, railways, etc., are some of the aspects of the Republic as it is to-day which the author discusses. He also points out the commercial and industrial Peru which may be expected to appear a few years hence. Index.

**Metcalfe, Arth. Ready.**

Auction bridge. Chic., H. H. DeClerque & Co., ['11.] (Dg) c. 91 p. 16°, \$1.

**Morris, C:**

Home life in all lands. Bk. 3. Animal friends and helpers. Phil., Lippincott, '11. (Dg) c. 9-344 p. D. \$1 n.; school ed., 60 c. Third in the *Home Life in All Lands Series*. Deals with Household pets and comrades; Our single-hoofed helpers; Cloven-hoofed draught animals; Animals which yield food to man; Birds of the poultry yard; Winged and tuneful home pets; Our cousin, the monkey; Other animals used as pets; Wild animals in man's service.

**Mother Goose;** or, the old nursery rhymes il. [in color] by Kate Greenaway. N. Y., Warne, '11. (Dg) 52 p. S. bds., 60 c. n.

Charmingly illustrated in color by the well-known artist, Kate Greenaway, whose work caused a revolution in children's books.

**Nagel, Oskar.**

The lay-out, design and construction of chemical and metallurgical plants; detailed descriptions and illustrations of actual lay-

outs and constructions of acid, alkali, fertilizer, brick, cement, gas, coke, and other plants, of spelter and copper works, gold and silver mills, etc.; with 172 illustrations. N. Y., O. Nagel, P. O. Box 385, '11. (Dg) c. 9+206 p. il. fold. pls. 8°, \$2.

**Nolan, Aretas Wilbur.**

One hundred lessons in agriculture; with practical problems. Chic., Row, Peterson & Co., ['11.] (Dg) c. 351 p. il. col. pls. 12°, 65 c.

**Nutter, C. S., and Tillett, Wilbur Fisk.**

The hymns and hymn writers of the church; an annotated ed. of the Methodist hymnal. N. Y., Eaton & M., '11. (Dg) c. 16+567 p. O. \$2 n.

Each hymn is published in full and is followed by a note giving all facts of interest concerning the origin and history of the hymn. Biographical sketches of all the hymn writers and composers of tunes found in the Hymnal are also given. Contains index of subjects giving the first lines of the best and most appropriate hymns on all the important subjects discussed by preachers in sermons, devotional talks, and evangelistic services, and an index of Scripture texts having hymns based on them.

**Ogilvie, Rob.**

Horae Latinae; studies in synonyms and syntax; ed. by Alex. Souter; with a memoir by Jos. Ogilvie. N. Y., Longmans, '01, ['11.] (Dg) 23+339 p. O. price reduced from \$5 to \$2.50 n.

**O'Hagan, T:**

Chats by the fireside; a study in life, art and literature. Somerset, O., Rosary Press, ['11.] (Dg) 150 p. por. D. \$1.

Appeared during the past two years in the columns of the *New World* of Chicago and the *Catholic Register* of Toronto. Deal with a number of subjects—education, travel, language and criticism, art, woman, government, literature, snobs, fads and customs, the stage and the reading desk, and nature.

**Origen.**

The philocalia of Origen; a compilation of selected passages from Origen's works made by St. Gregory of Nazianzus and St. Basil of Caesarea; tr. into English by the Rev. G. Lewis. N. Y., Scribner, [imported], '11. (Dg) 16+242 p. O. \$3 n.

Translator is rector of Icomb, Gloucestershire.

**Osborn, Solomon Oliver.**

Nature and man. Kansas City, Mo., Hudson Pub., ['11.] (Dg) c. 248 p. 12°, \$1.10.

**Palmer, G: Herb.**

The problem of freedom. Bost., Houghton Mifflin, '11. (Dg) c. 9+211 p. (5 p. bibl.) D. \$1.25 n.

Discusses the problems of fate, destiny and free will with freedom from dogmatism and reasonableness. The chapter titles roughly indicate the order of the argument: The meaning of freedom; The improbability of freedom; The probability of freedom; The reply to determinism; Kinds of causation; The origin of ideals; Chance; The limitations of freedom; The mysteries of freedom; Conclusion. The substance of the book was delivered as a course of lectures at the Lowell Institute.

**Patton, E. E.**

An American in Germany. Bost., Heath, '11. (Dg) c. 8+184 p. S. (Heath's modern language ser.) 70 c.

Conversations on everyday things, such as every traveller will find useful.



**Pervigilium Veneris.**

Pervigilium Veneris, a poeta latino incognito, in metro eodem anglice reddidit Elivabetha Hickman du Bois; delineamenta a Dela P. Mussey. Woodstock, Vt., [Elm Tree Press,] '11. 4°, \$5. (125 copies.)

**Porter, Rob. P.**

The full recognition of Japan; being a detailed account of the economic progress of the Japanese Empire to 1911; with 7 coloured maps. N. Y., Oxford Univ., '11. (Dg) 10+789 p. O. \$4.

Author in the course of his journalistic work has twice—first in 1896 and again in 1910—been commissioned by well-known newspapers to visit and report on the economic conditions of Japan and the countries within her sphere of influence. The facts and figures showing her enormous political and industrial progress during that period have been obtained almost exclusively from official sources, and are therefore authoritative. Education, the navy, army, art, agriculture, drama, prison reforms, music, literature, new tariff, are but a few of the phases of progress taken up. Index.

**Potter, Olave M.**

A little pilgrimage in Italy; with 8 coloured plates and il. by Yoshio Markino. Bost., Houghton Mifflin, '11. (Dg) 15+360 p. O. \$4 n.

Places described are Arezzo, Cortona, Perugia, Todi, Siena and Palio, San Gimignano delle Belle Torri, Monte Oliveto Maggiore, Chiusi, Hannibal's Thrasymene, Loreto, Ravenna, etc. As in her "Color of Rome," Miss Potter has had the Japanese artist, Yoshio Markino, illustrate her work; there are eight plates in color and eighty-nine pen and ink and brush sketches.

**Potts, Ja. H.; ed.**

Sunshine on life's highway; arranged for the fifty-two weeks of the year, for every day in the year. Phil., Uplift Pub., ['11.] (Dg) c. 16+506 p. col. pls. 8°, \$1.75.

**Prichard, Hesketh Vernon Hesketh.**

Through trackless Labrador; with a chapter on fishing by G. M. Gathorne-Hardy; il. with a front. by Lady Helen Graham, a map of the route, and from photographs. N. Y., Sturgis & W., '11. (Dg) 15+244 p. Q. \$4 n.

Account of an exploring trip from the Atlantic Coast to the George River, Labrador, over an unknown route. The author and his companions adopted the life of the nomad hunters, carrying a bare ration, and living by the chase, killing caribou and sinking the carcasses in the snow-fed lakes upon the great plateau so as to secure a line of retreat. Besides the chapter on fishing by Mr. Gathorne-Hardy, there is one by the author's mother, on the inner life of the Moravian Mission and the Eskimo attached to their settlements.

**Pumps and condensers, steam and water piping.** N. Y., Industrial Press, '11. (Dg) c. 48 p. il. 8°, (Machinery's reference ser.) 25 c.

**Pyle, W. H.**

The outlines of educational psychology; an intro. to the science of education. Balt., Warwick & York, '11. (Dg) c. 10+254 p. 12°, \$1.25.

**Rathbun, J. B.**

Gas engine troubles and installation; a book that shows you how to install, how to operate, how to make immediate repairs and how to keep a gas engine running.

Chic., C. C. Thompson Co., '11. (Dg) c. 444 p. il. tabs., diagrs., 12°, \$1.

**Rawson, Marianna S.**

A life of Jesus for boys and girls. Phil., Biddle Press, '11. (Dg) c. 115 p. pls. maps, 8°, \$1.

**Reed, Rev. Ja.**

Hidden riches. Phil., Lippincott, '11. (Dg) c. 146 p. D. \$1 n.

The riches which give the title to this volume of sermons are the deeper truths which lie concealed within the letter of the Word of God. Mr. Reed is a Swedenborgian minister in Boston.

**Rees, Fred Holmes.**

The art of monogram designing and engraving; a text-book and practical treatise on the art of designing and engraving monograms. Rochester, N. Y., F. H. Rees, '11. (Dg) c. 9+84 p. il. por. 8°, \$2.

**Ridpath, J. Clark.**

History of the United States from aboriginal times to Taft's administration. Academic ed., rev. 1911 by the *Review of Reviews*. 4 v. N. Y., Review of Reviews Co., ['11.] (Dg) c. il. pls. por. maps, 12°, \$3.

**Robinson, C. Mulford.**

The width and arrangement of streets; a study in town planning. N. Y., Engineering News Pub., '11. (Dg) c. 10+199 p. il. 8°, \$2.

**Rogers, Julia Ellen.**

Wild animals every child should know; life stories and other true stories of the wild cousins of domestic animals and other warm-blooded quadrupeds; il. by 31 plates in black and white. Garden City, N. Y., Doubleday, Page, '11. (Dg) c. 26+385 p. pls. D. (Every child should know ser.) \$1.20 n.

Groups the animals under families. Primates: animals with hands; Carnivorous: the flesh-eaters; Marine animals; Rodentia; Ungulata: the hoofed animals; Marsupialia: the pouched mammals, make up the divisions. Everyday common creatures of the woods and fields, as well as the rarer animals to be seen only in the zoo, are described and pictured.

**Ross, C. G.**

The writing of news; a handbook with chapters on newspaper correspondence and copy reading. N. Y., Holt, '11. (Dg) c. 12+236 p. D. \$1.40.

Author is assistant professor of journalism in the University of Missouri. "In preparing this volume the author has had in mind the needs not only of students in schools of journalism, but of others who may desire a concise statement of the principles that govern the art of news writing as practiced by the American newspaper."—*Preface*. At the end of book there is a list of newspaper bromides to be avoided. Index.

**Ruch, Rev. P. B.**

Origin of the races; the only complete and correct history of primitive man ever published. [Lincoln, Neb., J. North & Co.] '11. (Dg) c. 258 p. por. 8°, \$1.25.

**Rusk, Rev. J.**

Beautiful stories from the Bible that every one should know; over 200 half-tone il. from photographs. [Chic., Homewood Press, '11.] (Dg) c. 9+16+470 p. 8°, \$1.75.



**Russell, Rev. Matthew.**

Among the blessed; loving thoughts about favorite saints; with 8 illustrations. N. Y., Longmans, '11. (Dg) 12+214 p. D. \$1.25 n.

*Contents:* Exhortation to read the lives of the saints; To the saints, by Lionel Johnson; St. Peter and St. Paul; St. Matthew; St. John the Evangelist; St. Christopher; St. Agnes; St. Monica; St. Patrick; St. Francis of Assisi; St. Dominic; St. Vincent de Paul; St. Ignatius of Loyola; St. Francis Xavier, S. J.; St. Stanislaus Kostka; St. Francis Gonzaga; The three young Jesuit saints; Colophon.

**Russell, Rolland A.**

A chat with the boy inside; the relation of the individual to the governing power. Pontiac, Ill. [Ill. State Reformatory,] '11. (Dg) c. 3-88 p. por. 8°, 50 c.

**Saint-George, H:**

William Shakespeare; the young man from Stratford; a jurymen's view of the Bacon-Shakespeare controversy. N. Y., Scribner, [imported,] '11. (Dg) 8+144 p. tabs., D. 75 c. n.

Author utterly disbelieves the evidence in favor of Bacon, and sets it forth with its refutation.

**Sanborn, Katharine Abbott, [Kate Sanborn.]**

Hunting Indians in a taxi-cab. Bost., Badger, ['11.] (Dg) c. 74 p. pls. O. \$1.50 n.

Author of "Adopting an abandoned farm" tells of her search for cigar store Indians and other carved figures used in this way. They are fast disappearing, and in her quest she has met some interesting stories and reminiscences. Book is illustrated by pictures of many of the figures.

**Sangster, Mrs. Marg. Eliz. Munson.**

The women of the Bible; a portrait gallery. N. Y., Christian Herald, ['11.] (Dg) 363 p. col. pls. 8°, \$1.50.

**Saunders, C: Fs.**

A window in Arcady; a quiet countryside chronicle; il. from photographs by H: Troth. Phil., Biddle Press, '11. (Dg) c. 125 p. pls. 12°, \$1.25.

**Schuyler, H: C.**

The obedience of Christ. Phil., P: Reilly, '11. (Dg) c. 139 p. front. S. (Virtues of Christ ser.) 50 c.; with "The courage of Christ" and "The charity of Christ," \$1.50 n., boxed.

After a chapter on free-will and obedience in general, author treats of Christ's obedience to His parents; then takes up obedience to the state, showing how Christ commanded His disciples to "render to Cæsar the things that are Cæsar's."

**Seibels, W: Temple.**

Produce markets and marketing. Chic., Produce Markets and Marketing, ['11.] (Dg) c. 13+290 p. por. pls. 8°, \$2.50.

**Selfe, Rose E., comp. and ed.**

A goodly fellowship; thoughts in verse and prose from many sources; with a preface by His Grace, the Archbishop of Canterbury. N. Y., Longmans, '11. (Dg) 7+294 p. front. S. leath., \$1 n.

Poems from many sources gathered under such heads as Religion in childhood, Religion and life, Sorrow and suffering, On prayer, Aspiration and communion, The incarnate Christ, etc. Index to authors.

**Seton, Ernest Thompson.**

The Arctic prairies; a canoe-journey of 2000 miles in search of caribou; being the account of voyage to the region north of

Aylmer Lake. N. Y., Scribner, '11. (Dg) c. 16+415 p. pls. O. \$2.50 n.

Author of "Wild animals I have known" here tells of a journey—virtually one of discovery—into the so-called Barren Lands of Northwest British America, the region of Great Slave Lake, and partly within the Arctic Circle; and he shows that these regions are misnamed—that in fact they are vast prairies over which great herds of big game roam. His narrative, full of information, accurate, entertaining and at times exciting, falls under the three titles: I., Land of the buffalo; II., Land of the caribou; III., Land of the musk-ox.

**Shelley, Percy Bysshe.**

Note books of Percy Bysshe Shelley, from the originals in the library of W. K. Bixby; deciphered, transcribed, and ed., with a full commentary, by H. Buxton Forman. 3 v. St. Louis, W: K. Bixby, '11. (Dg) c. il. por. pls. facsimils, 8°, \$37.50.

**Shepperd, J: H., and McDowell, J: Chambers.**

Elements of agriculture; a text-book for public schools. 3d ed., rev. St. Paul, Minn., Webb Pub., '11. (Dg) c. 254 p. il. 12°, \$1.

**Shine, Mrs. Mabel Gifford.**

Little journeys into the invisible; a woman's actual experiences in the fourth dimension. Richmond, Va., Allshine Pubs., ['11.] (Dg) c. 71 p. 16°, \$1.

**Smith, C. Reb.**

Smith's further facts on air brake equipment. [Denver, Colo., Smith Brooks Pr., '11.] (Dg) c. 134 p. 12°, \$1.

**Smith, Hermann.**

The making of sound in the organ and in the orchestra; an analysis of the work of the air in the speaking organ pipe of the various constant types, and an exposition of the theory of the air-stream reed, based upon the discovery of the tone of the air, by means of displacement rods; 30 illustrations. N. Y., Scribner, [imported,] '11. (Dg) 18+372 p. D. \$2 n.

By author of "World's earliest music" etc. Some of the chapters are: Sources of sound; Time-distance alone defines pitch; Wind the worker; Weighing the wind; Tone of the air; Cleavage of air; Interviewing an organ pipe; Watching the reed at work; Thinning and shocking a body of air; Holes in the air; Pt. 2. Of reeds and reed pipes, etc. Index.

**Society of Illustrators.**

Annual: with an introd. by Royal Cortissoz. N. Y., Scribner, '11. (Dg) c. no paging, Q. bds., \$3 n., boxed.

First annual of the Society, which has been in existence ten years. Aim is to present, yearly, a collection of illustrations fully expressive of the individualities concerned in its preparation. Each member may send in one drawing of his own choice, preferably unpublished, and no limitation of any sort is imposed, save as to the mode of reproduction.

**Speed, Flora and Lancelot.**

The adventures of Prince Kebole; story of the Limbersnigs. N. Y., Warne, ['11.] (Dg) 75 p. il. in col. Q. bds., \$1.25 n.

Amusing tale for little folks, about a very small prince who is finally made to grow by the wonderful "Govisgoddies for gaunt boys" of Gogo, a doctor. Gogo then becomes jealous of Kebole's strength and prowess and the prince has many adventures before the wicked doctor is conquered.

**Spencer, Leonard Ja.**

The world's minerals; with 40 colored plates and 21 diagrams. N. Y., Stokes, ['11.] (Dg) c. 11+272 p. 8°, \$2 n.



**Stevenson, Rob. L.**

Treasure Island; ed. by C. Rob. Gaston. Bost., Heath, [11.] (Dg) c. 20+268 p. map, 16°, 40 c.

**Stone, Darwell, D.D., and Simpson, D: Capell.**

Communion with God; the preparation before Christ and the realization in Him. N. Y., Scribner, [imported.] '11. (Dg) 8+221 p. D. \$1.50 n.

First author is principal of Pusey House, Oxford; second is lecturer in theology and Hebrew at St. Edmund Hall, Oxford. *Contents:* Pt. 1, Preparation for Christianity in ideas outside revealed Hebrew religion; Pt. 2, Preparation for Christianity through ideas in the sphere of revealed Hebrew religion; Pt. 3, New Testament illustrations of Christian communion with God. Appendix. Index of subjects; Index of passages referred to.

**Tree, C:**

How to acquire ease of voice production; the preservation of the voice. N. Y., Bost. Music Co., (G. Schirmer, Inc.), '11. (Dg) c. 61 p. por. 8°, 75 c.

**Trevelyan, G: Macaulay, comp. and ed.**

English songs of Italian freedom; with an introd. N. Y., Longmans, '11. (Dg) 35+220 p. D. \$1.25 n.

Poems by Shelley, Byron, Samuel Rogers, Swinburne, Meredith, Robert Browning, Walter Savage Landor, Elizabeth Barrett Browning, Arthur Clough, and Mrs. Hamilton King, all concerned with Italian freedom.

**Van der Straeten, E.**

The romance of the fiddle; the origin of the modern virtuoso and the adventures of his ancestors; with 32 full-page plates. N. Y., Scribner, [imported.] '11. (Dg) 16+315 p. O. \$6.50 n.

By author of "History of the violoncello," etc. History of the violin from its experimental stages, with anecdotes of the various makers and musicians identified with this instrument. There are numerous illustrations, many of them taken from old prints and pictures. Index.

**Vardaman, Ben R.**

The master salesman; or, how to lead men. Des Moines, Ia., Merchants Trade Journ., '11. (Dg) c. 245 p. por. 12°, \$3.

**Wagner, Wilhelm Richard.**

Richard Wagner to Mathilde Wesendonck; tr., prefaced, etc., by W. Ashton Ellis. 3d ed. N. Y., Scribner, [imported.] '11. (Dg) 62+386 p. por. facsim., O. \$4 n.

**Walters, J: Cummings.**

Phases of Dickens; the man, his message, and his mission. [N. Y., Scribner, imported.] '11. (Dg) 24+288 p. por. D. \$1.75 n.

Chapters are in the main addresses delivered at meetings of Dickens' Fellowship in various parts of England. They illustrate the scope and purpose of Dickens as novelist and essayist, and as a teacher with a moral gospel enforced as much in the story as in the set sermon. Index.

**Waterman, T. T.**

The phonetic elements of the northern Paiute language. Berkeley, Cal., Univ. of Cal., '11. (Dg) 13-44 p. pls. Q. (Univ. of Cal. pubs.; Am. archaeology and ethnology.) pap., 45 c.

**Webster, Noah, comp.**

Webster's new standard dictionary; with U. S. census and maps, based upon the unabridged dictionary of Noah Webster;

rev. and ed. under the direction of E. T. Roe and C. Leonard Stuart. N. Y., Syndicate Pub., '11. (Dg) c. 1046 p. pls. (partly col.) maps, tabs., 12°, \$4.

Also published under title "Webster's new illustrated dictionary."

**Wellcome** (The) photographic exposure record and diary, 1912. N. Y., Burroughs Wellcome & Co., [11.] (Dg) 272 p. tabs., T. 50 c.

Besides space for diary and exposure record there are instructions and explanations as to factorial and time development, machine, tank or stand development, the oil pigment process, contract printing by artificial light, color photography, development in warm weather and in tropical countries, printing and toning, color effects by staining, the actinic value of light in various latitudes, interiors, still-life studies and portraiture.

**White, Ellen G. Harmon, [Mrs. Ja. White.]**

The great controversy between Christ and Satan; the conflict of the ages in the Christian dispensation. Mountain View, Cal., Pacific Press Pub. Assn.; Wash., D. C., Review & Herald Pub. Assn., [11.] (Dg) c. 16+17-718 p. il. pls. 8°, \$3.

**White & Kemble's** atlas and digest of railroad mortgages: Missouri, Kansas & Texas Railway. N. Y., [White & Kemble.] '11. (Dg) c. 12 p. fold. map, f°, \$10.

**Wiggin, Kate Douglas Smith, [now Mrs. G: Riggs,] and Smith, Nora Archibald, eds.**

The talking beasts; a book of fable wisdom; il. by Harold Nelson. Garden City, N. Y., Doubleday, Page, '11. (Dg) c. 6+391 p. D. \$1.25 n.

*Contents:* Fables of Æsop (Greek); Fables of Bidpai (Indian); Fables from the Hitopadesa (Sanskrit); Fables from P. V. Ramaswami Raju (Indian); Malayan fables; Moorish fables; African fables; Fables from Krilof (Russian); Fables from the Chinese; Fables from La Fontaine (French); Fables from the Spanish of Carlos Yriarte; Fables of Gay, Cowper and others (English).

**Williams, Hugh Noël.**

A princess of adventure; Marie Caroline, Duchesse de Berry; with 17 illustrations. N. Y., Scribner, [imported.] '11. (Dg) 22+391 p. O. \$3.75 n.

Born at the Palace of Caserta, near Naples, on Nov. 5, 1798. Marie Caroline Ferdinanda Louisa, daughter of Ferdinand VII. of Naples, lived to within a few months of the fall of the Second Empire, dying at the Château of Brunnsee, in Styria, April 16, 1870. But it is only with what may be termed her public career, which ended with her release from the citadel of Blaye and her final departure from France in June, 1833, that this book is concerned. She married the Duc de Berry in 1816.

**Willoughby, Fk.**

For Zion's sake; a tale of real life. N. Y., Broadway, [11.] (Dg) c. 3-257 p. 8°, \$1.50.

**Winlow, Clara Vostrověky.**

Barbora: our little Bohemian cousin. Bost., L. C. Page, '11. (Dg) c. 11+95 p. il. D. (Little cousin ser.) 60 c.

Book for children telling how a little Bohemian girl spends her time in spring, summer, autumn and winter.

**Winold, Mrs. Susie Aiken.**

The Jim family; a bird story for little folks. Cin., Jennings & G., [11.] (Dg) c. 41 p. front. D. 25 c. n.

All about a family of canaries a little invalid boy had to amuse him.



# The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

December 9, 1911

The editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."*—LORD BACON.

## NET PRICES ON PATENTED ARTICLES.

Two recent court decisions reinforce the already strong legal position that net prices may be maintained on patented articles.

The American Graphophone Company have obtained a decree and injunction from the United States Circuit Court in their suit against Mark A. Sulkowitch, of Portland, Me., for cutting prices on Columbia products. The injunction commands the defendant, "to forthwith cease . . . from . . . selling or offering for sale . . . any machine . . . or . . . record, embodying or constructed or operating in accordance with the inventions . . . set forth in the letters patent involved in the suit, at a less price than the minimum list prices fixed from time to time by the American Graphophone Company or its sales agent."

In the case of the Waltham Watch Company against Chas. A. Keene, of New York City, brought last April, to enjoin the latter from selling Riverside movements at less than the regular established prices, Judge Cox, of the United States Circuit Court, at New York, on November 3, affirmed the complainant's right to fix resale prices on patented articles. Although this does not finally dispose of the case, inasmuch as Judge Cox's decision was made in overruling a demurrer which was filed by the defendant, alleging that the complainant had no grounds for action, it does support the right of the company to fix resale prices on articles of its manufacture covered by patent.

As a side light upon the principles of price maintenance now gradually crystallizing, a trade bulletin issued November 15

by the Eastman Kodak Company is interesting. While reiterating their belief in the theory of maintained prices—"that such control works to the ultimate advantage of all concerned—consumer, dealer and manufacturer—because it means that the manufacturer puts his whole endeavor into making his goods better in order to meet competition instead of attempting to meet it by cutting the cost, generally at the expense of quality"—the Eastman people announce that they, desiring to be in conformity with the recent Supreme Court decisions under the Sherman Act, not only in letter but in spirit, henceforward discontinue all price maintenance on un-patented goods.

They say in part:

With the restrictions removed from our unpatented goods we fear that there will be a tendency in some quarters to reduce, by price cutting, the dealers' profits.

Desiring to do what we can to offset the loss from such price cutting and thus help the dealer to a reasonable profit, we have decided to increase the discount on Kodak film from 25 per cent. to 25 and 10 per cent.

Our business has been built up on a quality basis. Making goods just as well as we know how has become a fixed habit. We shall continue to serve our customers with the best photographic goods that are made, shall continue to help our consumer customers with our schools and our demonstrating force, and our dealer customers with even bigger and broader advertising than we have done before.

And they add this interesting request:

We consider this an opportune time to obtain an expression from the trade as to the desirability, from its standpoint, of our continuing our price-restriction and exclusive sale policy so far as patented goods are concerned. We are, therefore, enclosing herewith a postcard which we ask that you use in recording your view of the matter. If, as a result of the vote of the trade, we do not find a strong sentiment in favor of a maintenance of these restrictions on patented goods, we shall remove them without delay.

*Printers' Ink* is carrying on an intelligent and well-advised campaign for the suppression of fraudulent advertising by legal means, centering its efforts on the formulation of an adequate law to this end and the presentation of such a law to the various state legislatures.

A recent issue contained a very full and carefully reasoned summary of the need of such a law from a legal standpoint, a digest of decisions under existing laws and a clear statement of the legal difficulties to be overcome. A later issue contained a draft of the law proposed, which has received considerable approving comment as being at once clear, brief and comprehensive.



The need for a definite law on fraudulent advertising is undoubtedly great, the more general federal and state statutes covering misuse of the mails, fraudulent misrepresentation in general, etc., being often difficult of application in specific advertising cases.

THE Macy endeavor to try over again in the United States Circuit Court the suit over copyright of books, under the Sherman law, which had already been fought out to their defeat through the state courts, has been thrown out by Judge Lacombe on the ground that it is *res adjudicata*. Judge Lacombe points out that if the state courts have erred this can only be determined by the United States Supreme Court itself, therefore he dismisses the plaintiff's action. The only suit remaining on the docket is therefore the appeal from the Court of Appeals to the United States Supreme Court, which will be heard by the latter in due time, with every prospect that control over copyright books will be vindicated. Judge Lacombe's decision saves needless and costly litigation and supports fully the pleadings of the defendant's counsel, and it is a matter for congratulation to the trade.

It is stated by the Post Office Department that the Hughes Commission report has not yet been presented, and that any statement of its contents is unauthorized. The mention last week of features of the proposed bill, as obtained by the daily press, must therefore await verification on official publication of the report.

### MAKING THE BEST OF THE WORST BUSINESS.\*

It has been said that the book publishing and selling business is the worst business in the whole realm of bread winning activity. I do not believe one-half of it, and the other half I believe may be partially true, but not true enough to make the whole business bad. In fact, it is difficult for me as an outsider to see very much of anything but good in it.

To begin with, so far as I can learn, the men in this business as a rule are honest and reliable. Some conduct establishments the volume of whose sales is very large, while some may almost keep their accounts on their fingers. But large or small, they can generally be depended upon to fulfill their business engagements. Some are not making enough money. Well, who is?

One thing strikes me as significant, that

much as we may proclaim the ability of an author and his books, with few exceptions, it is upon you that he must depend for the final encouraging push of his product into the hands of the real consumer. You must, therefore, possess ability to sell; otherwise his books will utterly fail of their object.

### MANY PEOPLE SELLING BOOKS.

Including proprietors of bookstores as well as clerks, I am told that there are about 10,000 people whose time is occupied wholly or partially in selling books as a regular business. I do not like the term "selling" as applied to this occupation because it indicates a purely commercial attitude on the part of the person so engaged. Of course, there is this purely business side, but it gives me more pleasure to dwell upon a more important phase, when the real needs of the public are considered—the literary side.

The men and women who hand books over to purchasers have all the responsibilities connected with any honest business. And they have other responsibilities not involved in the mere purchase and sale of books.

If every buyer of books knows, when he goes into a bookstore, just what he wants and asks for it, the ordinary duty of supplying him is no greater than in ordinary trades. Perhaps the responsibility is even less than that of the merchant selling dry-goods, because there is more opportunity for the practice of deception in handling or selling cotton, woolen or silk fabrics than in selling a book of a definite name whose authorship and price is visible to all.

But I suppose from my own experience that there are many purchases in which the advice of the bookseller is sought by the purchaser, and opportunity frequently arises in which a responsibility greater than that of any other tradesman rests upon the man or woman whose taste and discretion is thus called into action.

### SEPARATION OF REAL JEWELS FROM IMITATION.

Into the hands of the bookseller is daily taken from publishers jewels of great worth as well as baubles of the moment, and even some actual dross or filth. If rightly educated and in love with his business, the bookseller may select the wholesome from the poisonous and increase the flow of helpful ideas contained in good books or retard the harmful influences of bad.

To fit himself for a critic of standard or current literature, the bookseller or clerk must pursue a course of education the requirements of which are second to none. He may rise to the highest plane, or he may deliberately neglect his opportunities and remain forever an example of lost chances.

We all know the truth of the maxim that the familiar objects are least respected. When a man allows this condition to take hold of him and his thoughts concerning his own merchandise he cannot hope to obtain the success of one who thoroughly respects his calling, and conducts himself in a manner creating the respect of those who come in contact with him and his business.

\* A paper read before the Philadelphia Booksellers' Association, October 27, by Herbert G. Stockwell, author of "Elementary Business Character."



In no other business are there such opportunities for raising the daily toil to a high plane by the mere attitude which the toiler takes toward it. As I look at the subject, the bookseller possesses a fascinating occupation, one entailing exacting duties, the complete and conscientious performance of which will, without fail, fully compensate him for the laborious study given to them.

As an evidence that many booksellers do realize the intelligent joy of the business, it is said that after young men and women once enter the profession, as I am going to call it, they rarely desert the calling for any other, even when the prospect of larger emoluments attempts to allure them away from their first love. The life-work, once undertaken, is seldom given up and passed along to others to perform.

But, like other artists, all do not succeed in the business side of the occupation. Many struggle along for years, their hopes being continually deferred.

#### IS THE BOOKSELLING BUSINESS INHERENTLY UNPROFITABLE?

Now, I would like to inquire whether the recognition of the ambitious, deserving bookseller must for any necessary reason be forever postponed, and whether, for his full compensation, he must look to his own delight in the business rather than to more materialistic emoluments.

Every useful man and woman ought to be repaid for the proper performance of his or her work in the world; men and women of learning who know how to turn their knowledge of books to the useful account of their fellows should form no exception to this rule.

I know of no more valuable service that can be rendered living human beings by some of their numbers than the intelligent mining and distribution of the useful knowledge to be found in books. The bookseller who discriminates in the selection of the books offered to him by publishers and examines those which he purchases to the extent at least of fitting himself as an adviser for his clients, cannot fail of due recognition in time. This law does not fail in other lines of business, and I know of no reason why it should not govern your profession.

#### THE BOOKSELLER A VALUABLE CRITIC.

But you must make the best of the business. The moment he begins a separation on his shelves of the good literature from the bad the bookseller raises himself above the plane of a mere merchant. From an ordinary counter clerk he jumps at once into the realm of literary critic and a valuable help to his customers who, at that moment, are also raised above the plane of mere buyers to the higher altitude of clients.

Let the bookseller advance one more step and become a *constructive critic* of his books, leaving the realm of mere destructive criticism to those whose limited talents forbid the advance, and he may become a help, not only to his clients but to the authors of the books as well.

I cannot imagine a larger need in the literary world than could be filled by booksellers who, through intelligent contact with books and the people who read them, place themselves in positions of advisers to those writing and to those reading the books.

What power resides in the man who is able and willing to offer suggestions to young authors, suggestions which may turn the current of their ideas from pernicious utterances and guide them into the making of helpful books.

#### BOOKSELLERS OR CLERKS MAY HAVE A STORY TO WRITE.

This stage reached, there will be those of the booksellers who will either write books of their own or publish the works of others whose productions they have helped to improve. I believe that every man and woman possesses, locked up in their hearts, at least one good story amply worth the telling.

But even if the story never gets into print, you may be sure that its secret presence is helping you and your friends by means of that subtle influence which emanates from every human being to his fellows.

#### THE BUSINESS SIDE.

Turning to the business side of the subject, I think there is room for a fuller development of the business than is now attained by many. Of the numerous places where you can buy books, very few of the proprietors can claim to be earning substantial income from the sale of books alone. Some find the business so small that other duties are taken on to provide the necessary revenue.

#### Why is this?

Is there anything inherent in the business which prevents its growth?

Is an equal amount of thought and imagination put into this business that is found to be absolutely necessary to build up every other trade?

#### BOOKSELLERS AND CLERKS SHOULD AT LEAST KNOW THE STOCK.

I believe that one's thorough knowledge of his business brings sufficient customers to his doors to enable him to obtain good revenues. Many of your clerks do not know much of even the ordinary books of their stock.

I went to one of the largest bookstores to purchase an illustrated Bible. I have two very young children much interested in pictures. I could find no one in the store who could select the Bible containing the best illustrations. One clerk asked another and then went to the manager with the inquiry. No one could give any help, and I was compelled, though in a great hurry, to examine several and make my own selection. The difference in quality and number of illustrations in the numerous editions examined was so great that it seemed surprising that the clerks did not know at least some of these differences.

Now, I am going to offer a few suggestions which seem to me possible food for



your consideration and which may contain some business-increasing thoughts.

#### TEN SUGGESTIONS FOR INCREASING BUSINESS.

1. Make known to your clients what you have that you think will interest them, carefully discriminating in your list of clients.
2. Provide room for your clients and invite them to come and inspect the books in their leisure moments without feeling obligated to buy.
3. Have your clerks thoroughly acquainted with the contents of as many books as can be reviewed.
4. Offer prizes to your clerks for the best reviews.
5. Send selected books to selected readers among your clients and ask the favor of their review.
6. Issue weekly letters to the members on your selected mailing list, telling of the new books and old ones, too, giving extracts from your clients' and clerks' reviews, in an effort to build up a clientele of men and women who will rely on you to keep them well informed of the best things to read.
7. Inaugurate for your clerks a proper profit-sharing scheme as a basis for them to improve the literary side and study the business ways and means.
8. Have cards about 10 in. by 12 in. printed with title of book, author, publisher and the list of reviews, including your own, with special reference to yours as original. Arrange a revolving rack of these cards in your window where passersby can read at a glance the names and contents of your new books.
9. Inside the store have similar cards in a binder which your customers may quickly turn over and in a brief time, without handling many books, see what they want.
10. Arrange a series of large reading-glass lenses across your show windows over a shelf of open books adjusted so that several people looking in the window can easily read a few good paragraphs to which you have called their attention.

I do not recall ever having been tempted to purchase a book first seen in a window. It seems to me that there is plenty of room for the exercise of ingenuity and talent in making the show-window an attractive power.

It would be interesting to know the number of books that the booksellers are annually invited by the publishers to buy. I have no idea of the volume of all, but the 125 books produced by one of the large number of publishing houses this year is appalling enough to create my sympathy for those who dutifully read them that they may distinguish the merits of each for inquiring clients.

Fortunately these do not all have to be purchased or reviewed in a day, and more fortunately, if we organize rightly we can obtain the interested co-operation of our

clients in the task of reviewing some of them.

#### LARGE SALE OF BOOKS TO ORGANIZATIONS.

No bookseller need be backward in pushing the sale of a really good book to churches, clubs, business associations and all organizations whose particular interests may be aroused by carefully selected books. Neat rubber-stamped imprints of the name and address of the bookseller on the title pages and perhaps judiciously placed throughout the books, together with a pasted card on the outside cover containing the name of the person whose review is requested, with the price, and name of the bookseller, would prepare the book for purpose of review.

The small profit realized upon the sale of one book does not permit of much attention to separate single sales. Then why not make efforts to sell to clients who will purchase a considerable number of the same book?

Those books which appeal to the better side of a young business man's life might easily be made the subject of presents by right-minded employers to their clerks.

If properly brought to their attention, many business men would give Christmas presents of good books.

#### READERS KILLING TIME.

So many young men and women nowadays try to kill spare time in reading that the market for books is almost unlimited.

On the train, or street cars, or at hotel or home, rich or poor, you will scarcely find any young man or woman alone without a book in hand.

The shabbily dressed shopgirl on her way to work does not neglect to carry with her the story of the beautiful princess riding her rosy way through life in a luxurious automobile surrounded by royal lovers, while the young clerk, home from his desk, delights his imagination with tales of the world-startling financial "killings" executed with wonderful despatch by young Napoleons of his own class.

If you hand to many of these a good book of common occurrences with helpful suggestions attractively written, they will read it with equal avidity, but that kind of a book seldom reaches their attention. They must search for such books, while the exciting story is so persistently advertised that they cannot avoid the desire to read it.

#### FORMATION OF READING CIRCLES.

If the Booksellers' Association could find it within the scope of the purpose of their organization, I think that the efforts which as a united body they could make toward better reading by our young men and women would be of great benefit to the city and would result in bigger and better business to them.

You who know this are inspired in your labor to make the best of your interesting business.

How many thousands of good books are stored away on the back shelves of your stores and storage cellars?



Could you not, through a committee, have these listed and classified according to the various branches of learning and according to subjects?

Could you not then enter into a campaign for the formation of local reading clubs in every section of the city, with courses arranged to suit the various tastes and hunger for education?

Could you hold monthly meetings in a hall and have your member address those assembled on the subject of special self-improvement reading? If conducted on the right scale, you could offer quite attractive inducements to the purchase of, say, six books in each set, one for each month's reading. What a great work you would accomplish if you could get a large number of our young men and women to spend one short half-hour only each evening in systematic education? With a taste cultivated for better literature, your reward would be realized in the increased demand for better and higher priced books.

On your shelves repose silent messages from the living and from the dead. Some of these messages await delivery by you to the needy mind and heart.

## SECOND PART OF THE ROBERT HOE LIBRARY.

THE catalogue of Part II. of the Robert Hoe library, itself in two parts (A—K and L—Z), is now ready.

In the preface of the catalogue of Part I. of the Robert Hoe library it was said: "The sale will be an event of unprecedented importance." Such it proved to be, and the highest expectations were surpassed. Slightly more than 3500 titles—about one-fourth of the entire collection—were sold for nearly one million dollars, or, according to the preface of this Part II., more than four times the largest amount ever received for an entire library in all the history of book sales by auction, and nearly all prices exceeded previous records.

The second part of the Hoe library contains almost as many important, interesting and rare items as the first. The indices at the end of the catalogue give a chronological list of American history and literature, a list of incunabula, and an analysis of the remarkable bindings; and these will be of great service to those who are in search of the rarest items.

### MANUSCRIPTS.

Many very remarkable examples of missals and horæ were sold in Part I. of the library, and another large selection is now offered, representing various styles, schools and periods and illustrating the art of manuscript illumination from the thirteenth century. Most of them are in immaculate condition. On a Latin manuscript of the second part of the fifteenth century the arms of King Matthias Corvinus of Hungary are painted, and it is probable that the manuscript was executed for him. An Italian manuscript of the latter part of the same century was executed for Pasquale Diaz Garlon, Castellano of Napoli.

A manuscript of 446 leaves with 131 fine ornamental initials painted in colors, is a beautiful and interesting manuscript of the Vulgate, and was executed in the thirteenth century. A translation of Boccaccio written on vellum in 1409 will attract the attention of the experts, for illuminated manuscripts of a secular character are very rare.

A French manuscript of 136 leaves written in the fifteenth century, with four large miniatures, is very unusual also. A book of Hours, containing 187 leaves, is one of the most beautiful manuscripts executed in the northeast of France; a Spanish inscription shows that it had been examined by the Inquisition. A magnificent manuscript of great value, in gothic characters on vellum, is embellished with thirty-nine miniatures. Another very beautiful manuscript is that executed in the fifteenth century for the second wife of Jean II., Duc de Bourbon; two manuscripts by Nicolas Jarry; two Arabic manuscripts on native glazed paper, and a Persian manuscript on 418 leaves embellished with full-page miniature paintings are among the great treasures of this collection. The famous Touraine missal will command the closest attention of collectors.

### BINDINGS.

Mr. Hoe's appreciation of fine bindings is well known. Nearly 200 appear in this sale. Nearly all the famous binders of the world are represented, usually by many examples of their finest work.

No doubt the most wonderful binding in this sale is that on "L'Imitation de Jesus Christ," printed in Paris in 1690 (No. 245). The great artist in leather who executed it was Monnier, who took such pride in this exhibition of his skill that he signed the binding in no less than six places.

In this section of the library are rare volumes bearing the arms of Queen Marie Antoinette, Queen Marie de Medicis, Queen Henriette Maria, and the Queen of Louis XV., and any one of these volumes would add distinction to the finest library. Several volumes bear the arms of Madame de Pompadour, another was presented to Anna of Austria, a third is supposed to have been bound for Marie Marguerite de Valois de Saint-Remy. One volume was beautifully bound for Henry III. of France, another for Louis XIII. and his queen, and a third for Louis XV. One book bears the arms of Napoleon I., another the arms of Pope Clement XI., a third the arms of Pope Benedict XIII., and on the fourth is the monogram of Cardinal Emanuel of Savoy. Other volumes were bound for Louis XIII., Louis XIV., Francis I., Charles I. of England, Henry IV. of France, and Henry III. A book of great interest is the Aristotle printed in Paris in 1554, and bound in England for Robert Dudley, Earl of Leicester, the favorite of Queen Elizabeth. The Aldine Theophrastus printed in Venice in 1497 came from the library in the château of Anet of Henry II. and Diana de Poitiers, and is a wonderfully fine example. Munster's *La Cosmographie Universelle*, printed in 1556, is in contemporary French binding, and the gilt medallions of Henry II. of France com-



memorate his wars. Several Bibles, old and rare, are in bindings made 300 and 350 years ago. A particularly desirable item is No. 188, in a contemporary English binding embroidered in gold and silver.

#### INCUNABULA.

In early printed books the Hoe library is remarkably rich. In the first Hoe sale the Gutenberg Bible on vellum, the first book printed from movable type, sold for \$50,000, or more than twice the highest price ever paid up to that time for a single book. In this sale a copy is offered of the same Bible on paper, perfect and genuine throughout. The Hoe copy is one of the few with portions printed in red. It is handsomely bound by Mercier.

Another book of extraordinary interest is "Communycacyon Bytwene God and Man," printed in London by Wynken de Worde about 1499. This copy seems to be utterly unknown to bibliographers. Still another book that will attract the attention of the collectors is the first edition of Chaucer's "Canterbury Tales," printed at Westminster by William Caxton about 1477, being the fourth or fifth book printed in England. There is a record of eleven copies, of which only two, one in the British Museum and the other at Merton College, Oxford, are perfect. Undoubtedly the Hoe copy is the best that will ever be offered for sale. A Caxton of very great importance is the Polycricon, which Caxton himself translated. Mr. Hoe's copy is absolutely perfect, except that three blank leaves are missing. The only two copies comparable with it are in public libraries, and will never come on the market. The Pliny, printed on vellum by Jenson at Venice in 1476, is another remarkable book and is in immaculate condition. The Rerum Venetarum of Sabellicus, printed at Venice in 1487 with the Jenson types, is not only one of the four known copies, but is the copy that was presented to Doge Marco Barbarigo, whose arms, painted in gold and colors, appear on the first page.

Special attention should be called to the "Chronicle of England," printed at St. Albans in 1483. It is an excessively rare book, only about eight copies being known, all but one imperfect. The defect in the Hoe copy has been remedied, so far as possible, by the insertion of twenty-seven leaves in facsimile; there are 260 genuine leaves, and it is extremely doubtful if a better copy will ever be offered.

#### EARLY ENGLISH LITERATURE.

This department was Mr. Hoe's great specialty and his library contained a large number of exceedingly rare volumes. The "Venus and Adonis" now offered is an extraordinary item; it is in the original vellum binding, and the only other copy known is in the British Museum. The only perfect copy of Queen Elizabeth's Prayer Book, London, 1569, is in Lambeth Palace and for many years was supposed to be unique. The Hoe copy is in remarkable condition. Too much cannot be said in praise of the copy of Milton's "Paradise Lost," also in this sale. It is not only the exceedingly rare first issue of the first

edition with the title-page in its first state, but it is in the original binding, the condition of which is remarkably fine. The first English edition of Froissart's "Chronicles" was printed in London in 1525, and the Hoe copy is one of the finest in existence. Fisher's "Treatise," printed by Wynken de Worde in 1508, the first edition, is exceedingly rare, and the second edition, which is equally rare, is likewise in fine condition. Of Lydgate's translation of the history of Troy, printed by Pynson in London in 1513, one authority has said that no perfect copy was known. The Hoe copy, however, is genuine, fresh, and perfect throughout. Another remarkable book is Middleton's political play, "A Game at Chesse," printed in 1625; only two copies are known, and as one of these is in the University Library at Cambridge the present opportunity to purchase is probably the last that collectors will ever have.

Mr. Hoe's collection of Walton contains no less than 49 titles of books. Mr. Hoe's copies of the first five editions of the Angler are tall and attractive. Spenser's Complaints, London, 1591, seems to be one of two copies. The "Faerie Queen," 1595-1596, is a very important copy, embracing the second edition of the first part and the first edition of the second, and bound with it is the first edition of Colin Clout. This was John Evelyn's copy and contains on the fly-leaf seventeen lines in his autograph. Reference should be made also to Arnold's "Chronicle," printed at Antwerp about 1503, a perfect copy of the first edition. Many very important Shakespeare items were in the first sale and others are offered now.

#### LATER ENGLISH LITERATURE.

Many exceedingly rare and interesting items will be found in this department. Goldsmith's "Good Natured Man," "Deserted Village," and "Haunch of Venison," and his comedy, "She Stoops to Conquer," are in this sale and all of them are first editions. An uncut first edition of Goldsmith's "Enquiry" contains an autograph letter from the author to his publisher. Goldsmith's "Citizen" and his "Life of Nash" are first editions also. "The Traveller" is the second issue of the first edition; another copy, printed in the same year, but with variations, is a presentation copy, "with the author's best esteem." The Hoe copy of the "Vicar of Wakefield" is of extraordinary interest, for it is not only the earliest issue of the rare first edition and in the original calf, but is a presentation copy with Goldsmith's inscription. The choicest Pope item is an uncut copy of the very rare first issue of the "Dunciad." A copy of the second issue is followed in this sale by a copy of the second edition, and by eleven other early editions. One of these is a presentation copy with Pope's inscription. The most interesting Sterne item is the large paper copy of the first edition of the "Sentimental Journey." Mr. Hoe thought there were only three copies of the first edition of "Gulliver's Travels" on large paper; his own copy contains the portrait in the first state. William Blake's "Songs of Innocence," colored by his own hand, is the copy he gave to his physician.



## AMERICANA.

Even the most successful collectors of books relating to early America will find extraordinary items in this sale, some of which are not likely to be offered again. The first edition of the complete account of the four voyages of Vespuccius is one of the four known copies. The Hoe copy is the only one ever owned by an American, and the other copies have permanent resting places in national libraries abroad. Three other Vespuccius items appear in this sale. Smith's "History of Virginia," is on large paper and is an early issue of the first edition. Mr. Hoe believed it to be the dedication copy to the Duchess of Richmond. The maps and portraits are remarkably fine. The "True Travels," by Smith, will be sold also; it is a first edition and a large copy. The Christopher Columbus Letter of 1493 is the first dated edition. De Bry's "Grand Voyages" fill thirteen folio volumes, and all the parts are first editions. The French version of the first part of the voyages, exceedingly rare, is in brilliant and perfect condition. Mr. Hoe's copy of Horsmanden's "Negro Plot" is the rare first edition, uncut.

The Hoe copy of the laws, statutes, and ordinances of the City of New York is one of four copies, the other three being in public libraries, and it is of exceptional interest. Morton's New England Memorial, printed in 1669, was John Evelyn's copy and later the Lefferts copy. Morton's "New England Canaan" is another very rare book. This sale will also include three "King Philip's War Narratives," all uncut and undoubtedly the finest copies in existence. Another extraordinary item is Filson's "Kentucky." It is the only copy with the Philadelphia map that has ever been offered for sale by auction, and three lines in the autograph of Daniel Boone add to its interest and value. The Cedulaire of Puga is the first printed collection of Mexican laws. The "Chronica of Amandus" contains three epistles from Mexico, one of which ends with a sentence in Mexican, so that this volume, printed in 1534, gives the first appearance of an American language in print. A complete set of the tracts of Las Casas, all first editions, forms another great nugget in this library. The first edition of Lederer's "Discoveries," Beste's "Discourse," Bullock's "Virginia," Byfield's "New England," and Gray's "Virginia" are rare and highly important books. Van Der Donck's quarto, published in 1650, is the most important work on the history of New Netherlands up to that time; this is the Brinley copy. Five years later the Beschryvinge Van Nieuw Nederlandt was printed, containing the second engraved view of New York.

## FRENCH BOOKS

French books constitute a large part of the library. Les Troys Premiers Livres de l'Histoire de Diodore Sicilien, 1535, printed on vellum, is extremely rare; the Hoe copy once belonged to the grand uncle of Henry IV.; it contains a wood-cut which is regarded as Tory's masterpiece. Princesses de Jade et de Jadis is a unique copy, comprising 58 original water colors by Lorant-Heilbroun.

Les Amours Pastorales de Daphnis et Chloé, Paris, 1731, is probably the only copy on vellum. The same work, published sixteen years later, contains twenty-eight plates, engraved after Philippe d'Orleans, and is one of the twelve copies on vellum. Le Romant de la Rose, by Lorris and Meung, printed at Lyons in 1503, contains 140 woodcuts, and is a remarkable example of early book-making. An unauthorized edition of Gargantua, printed in 1542, is one of the rarest books from Dolet's press. Many editions of La Fontaine's "Fables" and other works are offered, some of them first editions, including the famous edition called "Des Fermiers Généraux." Another noteworthy production is the Lancelot, printed at Paris in 1533. Six Dorat titles are catalogued; the illustrations are noteworthy, and one item is superbly bound by Michel. Coquillart's Sensuyent les Droits Nouveaux was printed about 1515 and is of great rarity.

"Les Triumphe," by Bouchet, "La Gerverre des Masles," by Cholières, "Tableau des Riches," by Colonna, "Cronique et Hystoire," by Commynes, "Polyeucte Martyr," by Corneille, "Héraclius," by the same author, "Œuvres," by Gessner (one of two copies on vellum), "Les Œuvres," by Marot, the first edition of Meliadus de Leonnoys, and Verard's edition of Tristan are books to which the attention of discriminating collectors should be directed. Froissart's "Chronicles," printed at Paris 1495-1500, three volumes folio on vellum, contain 165 finely painted and illuminated miniatures, and another extraordinary work is Monstrelet's "Chronicles" (1503), with bindings which are the best specimens of Lortie's skill.

Collectors of manuscripts, especially those of American authors, will find in this sale some Irving material of great interest. His note-book on his European tour, in 1804, is probably the earliest Irving manuscript ever offered for sale by auction; and his note-book for 1805 is apparently unpublished. Three of Irving's manuscript note-books written for his "Mahomet," and four written on his Western tour are also offered. Fifteen sheets or musical score, containing Thomas Moore's "Legendary Ballads," set to music by Bishop, with the text in Moore's handwriting, form a most attractive item. A manuscript of greater importance is Walter Scott's "Life of Jonathan Swift." Many Grolier Club publications and many extra illustrated books are found in this section of the Hoe library, and it also contains a small but very interesting collection of books on laces and embroideries, several of very early date.

## FITNESS IN BOOK DESIGN.

ALTHOUGH it seems but a short time since the heat of summer passed, says the November *Printing Art* editorially, already there are indications in the shop windows that Christmas is not far away. The bookstalls are beginning to blossom with gift books, prospective "best sellers," and other wares the publishers have to offer. An examination of these reveals little that is new, either in illustrative processes or typographic



styles. If such a thing is possible, perhaps the covers of some of the fiction books may be more gaudy than those of last year, but that is doubtful.

As regards the title- and text-pages of this season's books, there is an absence of the "fads and fancies" which were so popular a few years ago. Evidently, those publishers who started off so bravely to find a new road to excellence in bookmaking, have discovered that the path is beset with difficulties, and that it is easier and more profitable to travel the main highway. In some respects, this has made for better books. Publishers have ceased to attempt to make a popular novel bear an outward resemblance to a medieval work, even if it is a motor-car romance. No longer is the eye displeased, and the taste offended by cheap and vulgar imitations of styles not at all suited to the ordinary volume. The edition book of to-day is a frankly machine-made product, and does not masquerade as anything else. It has, however, those faults which are too frequently considered inseparable with anything made by machinery. There is a monotonous sameness to nearly every book one picks up. It matters not whether it be a biography of some long-dead worthy, a novel depicting scenes of to-day, a reprint of a journal kept by a diplomat of a past century, a history, an essay on aeronautics—too frequently they are all cast in the same mould.

This lack of appreciation of the suggestive power of types, papers, etc., is responsible for our literary gods being so frequently dressed in habiliments that in no way become them. For example, there are a considerable number of publishers who would make no distinction in the treatment accorded a delicate, spiritual, gossamer-like fantasy, such as Gautier's "Spirite," which is so suggestive of the Second Empire, so redolent of the artificiality and luxury of that period, and a strong, vigorous work like Carlyle's "Sartor Resartus," which breathes a wholesome, masculine spirit from every page.

To those who have made a study of types and the many ways they can be arranged, as well as the infinite variety of papers, decorative styles, illustrations, and bindings which are at the command of the modern bookmaker, it is surprising that not more effort is made to have the physical form of a book give some index to its contents. This is, doubtless, regarded as of no importance by many publishers. In their opinion, it makes no difference to the book-buyer if a romance of revolutionary days is given a colonial treatment, or gotten up in a form more suitable for a biological treatise. They believe that the public wants only a cover of many colors and a Harrison Fisher frontispiece, and given these, it will overlook everything else. This attitude may be prompted by a desire to save a few dollars in the cost of placing a new book on the market, and in that case, it may be worth while to point out that it is just about as cheap to manufacture a book which, in all its details, will be pleasing to the eye, as to make one that spells bad taste on every

page. A proper type-face, correct margins, well-balanced title-page, harmony between the various parts—these are not factors that enter into the manufacturing cost, but are the result of intelligent planning before a single line of type is set.

As to the need of congruity between the form and the subject-matter of a book, a little reflection will convince any one that this makes a book more pleasing to the reader, creates a sense of fitness which may be difficult to define, but, nevertheless, increases the ease, and, therefore, the pleasure of reading. Looking at the matter only from the dollar-and-cents point of view, there are plenty of reasons why the taste of the book-buyer should be thus appealed to. It is not overlooked in other fields, as witness the theatrical business which has many features in common with book publishing. Something may be learned from the way a play is launched by a great stage-manager, such as David Belasco. A publisher who could produce as many "best sellers"—and score as few failures—would be accounted a marvel, and his financial reward would be great. As an example of Belasco's methods, the manner in which he staged "Madame Butterfly" contains a lesson for every book-designer. When first produced, it was part of a double bill, and followed a comedy of the day, the scenes of which were laid in the United States. To place the audience in a receptive mood, to make the transition from America to Japan as easy to the mind as possible, he did not immediately raise the curtain upon the action of the play, but, by means of a series of beautiful stage-pictures depicting scenes in Japan, aroused the imagination, and prepared the mind, for what was to follow. During the progress of the play, nothing was allowed to intrude that would interfere with, nothing was omitted that would aid the impression, that the audience was viewing an actual happening in Japan.

What was accomplished in the staging of this play is the object the book-maker should aim at in designing a book. He should endeavor to create an impression of fitness, to convey to the mind of the reader some idea of the subject before a word of the text is read. To do this, he has various elements at his command, chief of which is illustration. There are also certain periods and styles of decoration which are as well-known as the seven orders of architecture. As to paper, Mr. Maddox attempts to divide the sum of human knowledge, as represented by the printed book, into eleven different classes, and to prescribe a suitable paper on which to print any book within the scope of the various divisions. Some day our type faces, typographic styles, and bindings will be just as clearly defined. The book-maker who is as familiar with these various factors as a carpenter is with his tools, is never at a loss to know how to combine them to secure any desired result; to give a fitting design to any subject on which an author may write.

When all publishers realize that the design of a book, while perhaps not as vital to its success as is the stage management



to a play, is, nevertheless, of considerable importance; and when they also realize that a pleasing result is not due to chance or the mere expenditure of money, but is the result of knowledge of certain elements and how to combine them—when that time arrives, the book beautiful will be the rule and not the exception. Then the lover of books—and his tribe increases with the growth of wealth and spread of education—will be confronted with an embarrassment of riches for his library shelves.

### RECORD OF AMERICAN BOOK PRODUCTION FOR OCTOBER, 1911.

INTERNATIONAL CLASSIFICATION	New Publications.		By Origin.			Total
	New Books.	New Editions.	American Authors.	English and Other Foreign Authors.		
				American Manuscripts.	Imported.	
Philosophy .....	34	2	29	4	3	36
Religion and Theology	63	4	59	4	4	67
Sociology and Economics .....	53	5	54	2	2	58
Law .. .. .	37	7	44	.....	.....	44
Education .....	41	....	39	1	1	41
Philology.....	21	...	13	3	5	21
Science.....	62	10	61	1	10	72
Applied Science, Technology, Engineering.	73	14	82	1	4	87
Medicine, Hygiene....	69	16	77	1	7	85
Agriculture.....	23	...	23	.....	.....	23
Domestic Economy....	11	1	11	1	...	12
Business .....	20	3	22	.....	1	23
Fine Arts .....	16	2	13	.....	5	18
Music .....	8	....	6	.....	2	8
Games, Sports, Amusements .....	9	1	7	.....	3	10
General Literature, Essays.....	178	2	71	21	88	180
Poetry and Drama. ...	56	2	34	8	16	58
Fiction .....	122	5	98	15	14	127
Juvenile Publications..	218	5	89	12	122	223
History.....	39	1	33	.....	7	40
Geography and Travel.	122	5	105	1	21	127
Biography, Genealogy.	79	4	57	6	20	83
General Cyclopædias, General Works, Bibliographies, Miscellaneous.....	32	...	26	.....	6	32
Total .....	1386	89	1053	81	341	1475

### CENTENARY OF "LA BIBLIOGRAPHIE DE LA FRANCE."

THE English *Bookseller* has an interesting note on the history of "La Bibliographie de la France," called forth by the latter's announcement that it had just entered the 101st year of its existence, the first number having appeared in 1811.

As a matter of fact, it is rather older still. Napoleon—who never took so much interest in France as when he was out of it—issued a decree from his "Palace of Amsterdam," on October 14, 1811, authorizing the "Direction générale de l'imprimerie et de la Librairie," to issue on and from November 1 "a journal giving a list of all books published, or about to be published, together with the names of the publishers and authors (if known), the number of copies and the price." The Direction turned over the job to A. J. F. Pillet, who had already founded a "Journal général de l'imprimerie et de la Librairie" some ten months previously, and which possibly Napoleon had before him, or in his mind, when he issued the decree. M. Pillet changed the name of his journal, and, on the date appointed, "La Bibliographie de l'Empire" (a title afterward changed to "La Bibliographie de la France") entered upon its long and honorable career.

Literary activity was not so great in those days as it is at present, but during 1812—the first year of its appearance—"La Bibliographie" recorded the publication of 5442 books, 709 engraving and 231 musical works, and the number has gone on steadily increasing—except for an occasional setback caused by political events—until the present day. Now, every French publisher considers it a point of honor, or almost a legal obligation, to announce all forthcoming works in the pages of "La Bibliographie." In 1910—which was not a particularly good year for the book trade—over 20,000 books, engravings, pieces of music, and periodicals were advertised in its pages. Subscribers to "La Bibliographie" obtain a complete conspectus of all current French literature.

### BEST SELLING BOOKS.

ACCORDING to the *Bookman's* lists, the six books (fiction) which sold best in the order of demand during October were:

- |   |         |
|---|---------|
|   | POINTS. |
| 1. The Iron Woman. Deland. (Harper.) \$1.35.....                    | 260     |
| 2. The Winning of Barbara Worth. Wright. (Book Supply.) \$1.30..... | 221     |
| 3. The Harvester. Stratton-Porter. (Doubleday, Page.) \$1.35.....   | 196     |
| 4. Queed. Harrison. (Houghton Mifflin.) \$1.35.....                 | 132     |
| 5. The Ne'er-Do-Well. Beach. (Harper.) \$1.25.....                  | 112     |
| 6. The Common Law. Chambers. (Appleton.) \$1.40.....                | 100     |

The best-selling juveniles were:

1. Rolf in the Woods. Seton. (Doubleday, Page.) \$1.50.



2. For Yardley. Barbour. (Appleton.) \$1.50.
3. Adventures of Bobby Orde. White. (Doubleday, Page.) \$1.20.
4. Mother Carey's Chickens. Wiggin. (Houghton Mifflin.) \$1.25.
5. A History of England. Kipling and Fletcher. (Doubleday, Page.) \$1.80.
6. The Sea Fairies. Baum. (Reilly & Britton.) \$1.25.

The best-selling non-fiction was:

1. The West in the East. Collier. (Scribner.) \$1.50.
2. Woman and Labor. Schreiner. (Stokes.) \$1.50.
3. Mental Efficiency. Bennett. (Doran.) 75 cents.
4. Three Plays. Brioux. (Brentano.) \$1.50.
5. Everywoman. Browne. (Fly.) \$1.00.
6. How to Live on Twenty-four Hours a Day. Bennett. (Doran.) 50 cents.

### THE MACY CASE—A NEW DECISION.

THE United States Circuit Court of the Southern District of New York handed down a decision December 2 in the case of Isador Straus *et al. v. American Publishers' Association et al.* The bearing of this particular case and decision on the Macy litigation as a whole is discussed editorially elsewhere.

Judge Lacombe, in delivering the decision, said:

"The pleading and profert of the record in the other suit brings such record properly before this court to be considered in disposing of this motion.

"The case seems to be on all fours with *Clabaugh v. Southern Wholesale Grocers' Association*, 181 Fed. Rep. 706. Complainants should not have satisfaction in money twice for the same wrong. Their brief practically concedes this so far at least as concerns damages for uncopyrighted books between May 1, 1901, and April 30, 1904. If they had recovered in the other suit for the copyrighted books and the judgment been satisfied they would have to make the same concession as to these. If they failed so to recover, not because they could not make proof of defendant's acts or their own losses, but because the state courts erred in determining the measure of monopoly given by the copyright statutes, that error will be corrected by the United States Supreme Court on the appeal now pending; and, when it is corrected, they will be able to secure the judgment to which their proofs may entitle them.

"Even if I felt some doubt about the soundness of the conclusion expressed in the *Clabaugh* case, I should nevertheless be inclined to grant this motion, because it disposes in advance of a controlling legal proposition, whose disposition may possibly relieve both sides and the court and the jury from a long trial involving very many items of proof.

"Motion granted."

### NICKEL AS A SUBSTITUTE FOR PAPER.

IN THE PUBLISHERS' WEEKLY for June 29 last was noted Thomas A. Edison's announcement that he had discovered an electro-chemical method of making sheets of nickel suitable for printing in place of paper. The advantages of metal are obvious when we are promised nickel sheets tougher, cheaper and more flexible than paper, indestructible and only 1-200 as thick!

In an interview in a recent issue of the *New York Tribune* Mr. Edison describes the possibilities of his process in more detail, though details of method and specific statements of practical application are still lacking.

"By an electro-chemical process I can make sheets of steel, copper or nickel that will absorb printers' ink," said Mr. Edison. "Of the three metals I consider nickel to be the best substitute for paper. It is possible to produce a sheet of this metal 1-20,000 of an inch in thickness and make it cheaper, tougher and more flexible than ordinary book paper."

As he said this Mr. Edison strolled over to one of the shelves and returned with a book with a thickness of about two inches. He held the volume out to me, saying: "If the leaves of this book were made of nickel, it would contain 40,000, and it would only weigh about a pound."

For some time Mr. Edison has been making these thin nickel sheets for another purpose, and meanwhile he has experimented with their use for printing purposes.

"The nickel sheets," he continued, "will absorb ink the same as paper. The ink would possibly have to be of somewhat different ingredients than that in use at the present, although the latter makes a perfectly good impression on nickel, but that would be only a minor problem which the ink manufacturers could easily solve. The nickel sheets can absorb any color, and it would bring out the same shades as halftones do on fine calendered paper. So whatever is printed on paper, be it type, illustrations or color work, can be printed on nickel."

"How long does it take to make this paper substitute and what would be its cost of manufacture?" I asked.

He replied: "It takes one minute and a half to make a sheet of five square feet of this product, and with the limited facilities we have here we can turn out one-fourth of a ton a day. In order to produce this nickel on a large commercial scale it would be necessary to build machines that would manufacture the nickel in rolls, like large paper rolls made in the mills, instead of sheets of limited size.

"The cost of manufacture on a small scale is \$1.75 a pound, but I believe that this could be reduced to \$1 a pound were the nickel sheets to be manufactured in rolls in large quantities."

Books of nickel leaves could have covers of the same material or of steel if necessary. Beautiful designs could be pressed into



the covers, which could also be colored so as to represent cloth or leather binding.

It seems certain that if the experiments carried on by the Orange inventor lead to the manufacture of metal substitutes for paper on a large scale it will be a comfort to librarians, who for years have complained of the poor paper product of today. Think also of the number of valuable books which have been destroyed by fire! Nickel leaves would be impervious to moderate heat. They would melt, of course, under extreme heat, but they are not combustible themselves. And a nickel book could be soaked with water for an indefinite period and after a brief drying process be just as good as new.

Metal books would have other advantages. Imagine a single volume, containing 40,000 pages. It would be about one inch thick, but would be equivalent in printing space to 200 paper-leaved books of 200 pages each. These would make a pile nine feet six inches high. Between two steel covers one might find a complete library of history or science or fiction or poetry. Two hundred books in the present bulk of one book. Dr. Eliot's famous five-foot shelf would not be overcrowded by 2,000,000 printed pages of nickel. The introduction of books of nickel and steel would mean the saving of vast sums in the erection of the library buildings of the future.

The possibility of inserting 20,000 nickel leaves in a book with the thickness of only an inch would give persons who had extensive libraries and who live in small and crowded apartments in cities like New York more room to spare.

Mr. Edison spoke of the convenience that we would find in the small size of nickel books. He said:

"A Bible of this metal could be made the size of a matchbox and carried easily in the vest pocket. Webster's standard or complete dictionary, which has a thickness of about six inches, could be condensed into a book smaller than a brick, and be carried, with plenty of room to spare, in the coat pocket, if the volume had nickel leaves. A lawyer could slip the law records of 100 years under his arm and carry them to and from court without inconvenience."

Wishing to know if nickel sheets would be as desirable for newspapers as for book pages, I asked Mr. Edison for the information. To this he replied:

"On account of the extreme thinness of the nickel sheets, I hardly believe that they would serve well as a substitute for the paper on which our newspapers are printed. The large size of newspapers, compared with the pages of a book, and the exceedingly rough handling to which the former are subjected, would crumple the metal sheets too much. It is chiefly for books, and especially for reference works and books of art, that nickel would serve as a substitute for paper."

#### AMERICAN PUBLISHING FROM AN ENGLISH VIEWPOINT.

"THE last time I was in New York," says a correspondent writing to the *English Author*, "an American editor told me that one of our

most lordly magazine proprietors had been bemoaning there the falling off in the sales of what was—and, no doubt, still is, though I do not buy it—one of our most popular fiction monthlies: whose circulation had fallen, I understand, from over a million to under half a million copies a month.

"The American publisher is undoubtedly ousting us in our colonial markets. My own American publishers sell as many of my books in Canada alone as my English publishers can dispose of in the rest of the British Empire, England included. But it is scarcely our English publishers' fault that our colonial cousins prefer the more gaudy dress in which light literature is shipped to them from America.

"I can quite sympathize with the Canadians in their aggrieved attempt to combat the American Typographical Union: which our society might perhaps commend to the notice of President Taft as one of those 'combinations in restraint of trade' he is so busy 'bursting.' A Canadian acquaintance of mine published a book this year, in Canada, the United States, and England; but both the Canadian and English editions came from New York, in sheets. American business policy has now become one of aggression: and why should we neglect 'the noble art of self-defense'?"

#### THE "LEAGUE AGAINST THE LENDING OF BOOKS."

IF we are to believe a note in the *English Author*, a new league has been founded in France entitled "The League Against the Lending of Books."

Paul Reboux and René Blum have therefore issued a manifesto which says: "Our friends do not borrow our pictures, our cushions and our knick-knacks, but they do ask for our books. We have not the courage to refuse to lend them, and our volumes disappear and do not return to our shelves. . . . Every borrower may be considered as one buyer less, whilst every would-be borrower to whom we refuse our books may be a buyer gained."

A French writer commenting on this movement said: "Public libraries should of course, be encouraged for those who cannot buy, but well-to-do people who only read books bought by others should be discouraged."

The office of this new league is said to be at 42 Rue de Clichy, Paris, the annual subscription three francs and each member receives a little engraved parchment notice to place on his bookcase as a polite reminder that his books are not lent.

#### OBITUARY NOTES.

HUGO VON TSCHUDI, one of the widest known art authorities, died in Munich, Bavaria, on November 24. Professor Tschudi was born in Austria in 1851, studied in Vienna, and then travelled through almost every European country before becoming Assistant Director of the Royal Museum of Berlin in 1884. Later he became Curator of



the National Gallery in Berlin, and afterwards was appointed Director of the Royal Bavarian State Art Gallery at Munich. He published many works on the history of art.

MRS. NELLE BURRELLE, widow of Frank Burrelle, founder of the Burrelle Press Clipping Bureau, died December 6 in her apartment in the Hotel Carlton, New York City. Since January, 1910, when Mr. Burrelle died on board ship returning from a trip to Costa Rica, Mrs. Burrelle has been president of the bureau, and ranks as one of the most prominent business women of the country. She was only 36 years old. Her death was wholly unexpected, and has led to rumors of foul play, which are as yet unauthenticated.

CHARLES S. FRANCIS, who has represented the United States as Minister to Greece and later as Ambassador to Austria-Hungary, died in Troy, N. Y., of heart failure on December 1. Mr. Francis was born in 1853. He succeeded his father as sole editor and publisher of the *Troy Times* in 1897. He was an athlete at Cornell and won the intercollegiate single scull championship in 1876, making a time which still stands as the world's intercollegiate record, 2 miles in 13 minutes, 42¾ seconds. Mr. Francis was twice elected a regent of the University of the State of New York.

### POSTAL MATTERS.

#### LOWER PARCELS POST WITH GREAT BRITAIN

POSTMASTER-GENERAL HERBERT L. SAMUEL announces that as a result of negotiations with the United States postal authorities the rates for parcels from the United Kingdom to the United States will be reduced on December 1 as follows: Up to three pounds, 30 cents; up to seven pounds, 54 cents; up to nine pounds, 78 cents; up to eleven pounds, \$1.02.

The existing rates are 36, 60, 84 cents and \$1.06 respectively.

#### PARCELS POST FOR CANADA.

THAT a comprehensive parcels post system is about to be introduced by the Borden Government was stated on good authority December 5. The sudden decision of the Government is said to be due largely to the speech made in the House of Commons on December 1 by W. F. MacLean, proprietor of the *Toronto World*, who said that one of the contributing causes of Sir Wilfrid Laurier's defeat was his refusal to adopt the parcels post.

#### BRITISH POST OFFICE OPERATIONS.

For the year ended March 31, 1911, the deliveries in the United Kingdom were as follows: Letters, 3,047,500,000; post cards, 871,000,000; halfpenny packets, 1,044,100,000; newspapers, 196,300,000; parcels (including those sent abroad), 121,800,000; total, 5,281,100,000, a general increase over the previous year of 3.4 per cent.

The 10,626,000 inland money orders issued represented \$204,154,000, and the 3,810,

000 foreign and colonial orders \$53,215,000. In addition, 132,262,000 postal orders, which are limited to \$5.10, were issued, value being \$244,420,000.

The post office savings banks deposits during the calendar year 1910 were \$224,860,866, and the total amount to the credit of depositors at the end of the year was \$822,805,000. The increase over 1910 was \$20,897,000, while the 1909 increase over 1908 was \$19,212,000. The average amount to the credit of each active account was \$97.96.

### COPYRIGHT MATTERS.

#### PROGRESS OF THE BRITISH BILL.

WE have special cable advices from London, Thursday, December 7, that the Copyright Bill passed third reading in the House of Lords. No details have yet been received, but it is probable that the changes from the shape in which it passed the House of Commons are inconsiderable. The concurrence of the House of Commons is still to be had to complete the passage of the bill.

#### SIMILARITY IN COPYRIGHT MATERIAL.

SIMILARITY in copyright dramatic works as ground for infringement suit, involving the use of like ideas, has again come before the English courts. In *Robt v. Palace Theatre*, Justice Hamilton, on Nov. 16, 1911, refused an injunction because proof was not sufficient that there had been substantial copying, and that the like ideas suggested after seeing the play rehearsed were "unessential and of so trivial a nature as not to be the subject of copyright," and the similarity merely a coincidence. He added that if there had been real ground of complaint an injunction should have been applied for with much less delay, when the play was first produced early in the year.

### COMMUNICATIONS.

#### BOOK END PAPERS.

SCRANTON, PA. Dec. 2, 1911.

To the Editor of THE PUBLISHERS' WEEKLY:

SIR: Some of us like to paste our book plate in our library possessions, and generally it is placed on the front end paper on the cover.

As a rule the paper used for the end paper is such that the book plate easily sticks to it, but sometimes the surface of the end paper is such that the book plate will not stick no matter what kind of paste or glue is employed.

I venture to suggest to the publishers that this is a point which might well be considered in the selection of end paper for their books.

Yours truly,

CHARLES WELSH.

### NOTES ON AUTHORS.

RUPERT HUGHES, the playwright and short story writer, was burned out of his home at Bedford Hills, Westchester County, N. Y., last Sunday night. A snowstorm was raging at the time, and, though neighbors saved



pictures, rugs, silver, etc., the house was a total loss. Mr. Hughes bought the place but a few months ago. The loss is set at \$75,000.

MARY ROBERTS RINEHART, whose "Amazing Adventures of Letitia Carberry" has just been added to her other best sellers, although she has an elegantly furnished library in her home, does very little of her writing there. She has a study in one of Pittsburgh's largest office buildings, where she spends a certain number of working hours each day. When at home her attention is bestowed entirely upon her husband and three sons.

SIR GILBERT PARKER, the author, arrived in New York last Saturday. He was en route to Arizona and Colorado, a first trip to this section of the world, though it had long interested him. He will go to Canada in February to lecture on imperial subjects, and remarked that he was glad of the defeat of reciprocity. Of new works the novelist said he had written two. One, which deals with the new life in Western Canada, would appear in serial form this year. "It is something along the lines of Owen Wister's 'The Virginian,'" he said. "The other work has a beginning in England and includes the time of the Jameson raid and the Boer war, with the scenes laid in South Africa."

#### PERSONAL NOTES.

J. F. BRESNAHAN, for five years manager of the magazine department of the American News Company, has resigned to join the Butterick-Ridgway forces. Prior to his connection with the American News Company, Mr. Bresnahan was with *Everybody's* and the *New York World*.

GEORGE P. BRETT, of the Macmillan Company, is one of a Special Committee on Commercial Education of the New York State Chamber of Commerce. A recent valuable report of this committee, summarizing the status of commercial education in various important cities both in this country and abroad, is understood to be very largely his work.

THE mention made in *THE PUBLISHERS' WEEKLY* recently that R. R. Reilly had resigned his position with Reilly & Britton has led some of the trade to believe that F. K. Reilly had also withdrawn from that company. F. K. Reilly, however, who with Mr. Britton, founded the business, is still the secretary and treasurer and one of the principal stockholders in the corporation.

JOSEPH B. GILDER, one of the founders of *The Critic*, afterward *Putnam's Magazine*, has abandoned literary journalism and entered the New York office of the Boston brokerage house of Hornblower & Weeks. Though primarily a journalist, Mr. Gilder is by no means without business experience, as he was for many years publisher as well as editor of *The Critic*, was at one time treasurer of the American Copyright League and for two years served as United States government despatch agent in London.

#### LITERARY AND TRADE NOTES.

DODD, MEAD & COMPANY report that already they have found it necessary to put a seventh edition of Jeffery Farnol's "The Money Moon" on the press.

"SAINTS AND HEROES," in which Dean Hodges has taken examples from the time of Cyprian to the close of the Middle Ages, has just been published by Holt.

THE English edition of Mary Caroline Crawford's "Goethe and His Woman Friends" will be brought out by T. Fisher Unwin, the London publisher, in January.

HOUGHTON MIFFLIN COMPANY have just issued a newly revised edition of their Portrait Catalog containing a complete list of their publications arranged by authors, as well as a classified list arranged by subjects. It is illustrated with interesting portraits of 143 authors, grouped according to the nature of their writings.

THE rather startling title of Gerhart Hauptmann's newest novel, "The Fool in Christ," just published in an English translation by B. W. Huebsch, has its origin in the passage from Corinthians: "Let no man deceive himself. If any man among you seemeth to be wise in this world, let him become a fool, that he may be wise."

THE Bell Book & Stationery Company, of Richmond, Va., have been running a very interesting window exhibit of maps, etc., showing the prevalence of the "great white plague" in that city. In the back of the window is draped a large white flag with the double red cross, the national tuberculosis emblem. The idea may be suggestive to other booksellers.

ORIGINAL manuscripts of works of Lafcadio Hearn, sent by the widow of the writer from Japan, brought high prices in the Freeman-Henkels sale at Philadelphia, December 4. "Glimpses of Unfamiliar Japan" was sold for \$3600; "A Translation of Flaubert's Temptations of St. Anthony," \$1900; "In Ghostly Japan," \$2100; and "Exotics and Retrospectives," \$1800.

THE new combination of McClure publications, including *McClure's Magazine*, the *Ladies' World* and the McClure book publishing business, has leased four floors in the new building at the northeast corner of Fourth avenue and Twentieth street, New York. The McClure Company has for some years been at Twenty-third street and Fourth avenue, and the *Ladies' World* at City Hall place. The building is to be known as the McClure Publications Building.

AMONG J. B. Lippincott Company's latest books are "Hidden Riches," sermons by the Rev. James Reed, of Boston; "The True Daniel Webster," by Sydney George Fisher, a biography telling facts without fear or favor and giving much new information; "Productive Farming," by Kary Cadmus Davis, a text-book for rural schools and schools below high school grade; and the third volume in Charles Morris's "Home Life in All Lands"—"Animal Friends and Helpers."



HENRY HOLT & COMPANY expect to close for the year their publications of books in general literature on December 16—with the publication on December 9 of Dean Hodges' "Saints and Heroes Through the Middle Ages," a book for the young, and Professor S. J. Holmes's "Evolution of Animal Intelligence;" and on December 16 with Professor Charles B. Davenport's important work on eugenics, the title of which has now been definitely settled as "Heredity in Relation to Eugenics." Previous descriptive announcement of these books was made for an earlier date.

Of the art critics of the day, Charles H. Caffin is ranked as an authority who has developed in an unusual degree the gift of imparting to others his understanding and appreciation of pictures. His new book, "The Story of French Painting," carries on that helpful series begun in "The Story of Dutch Painting" and continued in "The Story of Spanish Painting." It discusses a number of individual painters and, making no pretense of encyclopedic completeness, aims to trace the evolution of French painting as it has been affected by outside influences and shaped by the genius of the French race.

IN "Cuba and Her People of To-day," by Forbes Lindsay, author of "Panama and the Canal," etc., L. C. Page & Co. have published an account of the island, paying especial attention to its natural resources, industrial development and the present condition of its people. The book is illustrated by many good reproductions from photographs. The same firm also publishes Helen W. Henderson's "The Pennsylvania Academy of the Fine Arts and Other Collections of Philadelphia," the latest addition to their well illustrated *The Art Galleries of America Series*; and Clara Vostrovsky Winlow's "Barbora: Our Little Bohemian Cousin."

"BYZANTINE ART AND ARCHAEOLOGY," by O. M. Dalton, of the British Museum, which the Oxford University Press is publishing shortly, is intended to provide a general introduction to the art and antiquities of the Christian East between the fourth century and the close of the fifteenth. The volume contains 457 illustrations. "The Memoir of Sir John Burdon Sanderson" is also on the eve of publication by this press. Lady Burdon Sanderson had completed four chapters when she died, and the work has been finished by J. E. Haldane and Miss E. S. Haldane, who have added some of their uncle's papers and addresses on subjects of general interest.

THE issue of the first volume of the "Cambridge Medieval History," following so closely on the publication of the last volume of the "Cambridge Modern History," may naturally lead to some confusion between the two titles. The "Cambridge Modern History" was planned by the late Lord Acton and carried out under his immediate supervision. The general outline of the "Cambridge Medieval History" was Lord Ac-

ton's, but on Professor Bury, his successor as regius professor of modern history, has fallen the execution of this plan. The work is edited by H. M. Gwatkin, M.A., and J. P. Whitney, B.D., both professors at Cambridge and specialists in historical work.

STURGIS & WALTON COMPANY have ready two handsome volumes on widely separated subjects. The first is "Good Cheer; the Romance of Food and Feasting," by F. W. Hackwood, who, as in his "Inns, Ales and Drinking Customs of Old England," has gathered much quaint and interesting lore in regard to food and table customs; the book has many illustrations from paintings and old prints. The other volume is H. Hesketh Prichard's "Through Trackless Labrador," telling of the author's trip from the Atlantic Coast to the George River over an unknown route. Not the least interesting portion of the work are the numerous illustrations, reproduced from photographs.

THE hit that "Treasure Island" made is one of the most pleasant episodes in literary history. The story that Gladstone got a glimpse of the book at Lord Rosebery's house, and spent the next day hunting over London for a second-hand copy, is good enough to be true. One likes to think of the editor of the cynical *Saturday Review* of those days writing excitedly to say that he thought "Treasure Island" was the best book that had appeared since "Robinson Crusoe." Andrew Lang's comparison was with the enjoyment he derived from "Tom Sawyer" and the "Odyssey." Stevenson's own comment on his success is levelheaded, if pointed: "This gives one strange thoughts of how very bad the common run of books must be; and generally all the books that the wise-acres think too bad to print are the very ones that bring me praise and pudding."

To *Everyman's Library*, E. P. Dutton & Company add this month 47 volumes: BIOGRAPHY: Irving's "Life of Mahomet," with introduction by Prof. E. V. Arnold, and Oliphant Smeaton's "Life of Shakespeare."—CLASSICS: Aristophanes's "Comedies," Vol. II, the final volume, and Horace's "Complete Poetical Works," with introduction by Prof. John Marshall.—ESSAYS AND BELLETTRES: Bagehot's "Literary Studies," two volumes, with introduction by George Sampson; "The Federalist," by Alexander Hamilton and others, with introduction by Prof. W. J. Ashley; Rousseau's "Emile, or Education," translated by Barbara Foxley, and Isaac Taylor's "Words and Places, or Etymological Illustrations of History, Ethnology, and Geography," with introduction by Edward Thomas.—FICTION: "Old St. Paul's," by Harrison Ainsworth, with introduction by W. E. A. Axon; Balzac's "Country Doctor," with introduction by George Saintsbury; Disraeli's "Coningsby," with introduction by Langdon Davies; Dostoevsky's "Prison Life in Siberia," with introduction by Mme. Stepniak; Mrs. Gaskell's "Silvia's Lovers," with introduction by Mrs. Ellis Chadwick; Hawthorne's "Twice-Told Tales," with introduction by Ernest Rhys; Bulwer



Lytton's "Rienzi," with introduction by E. H. Blakeney; George Sand's "Devil's Pool and Francois the Wait," with introduction by Ernest Rhys; J. von Scheffel's "Ekkehard: A Tale of the Tenth Century"; Tolstoy's "War and Peace," in three volumes; Turgeniev's "Virgin Soil," translated by Rochelle S. Townsend, and Whyte-Melville's "The Gladiator," with introduction by J. Mayrocardato.—HISTORY: Mommsen's "History of Rome," four volumes, translated by W. P. Dickson, with a review of the work by Prof. E. A. Freeman.—ORATORY: "Select Orations," from Demosthenes, with introduction by C. Rann Kennedy.—PHILOSOPHY: Aristotle's "Nicomachean Ethics," translated by D. P. Chase, with introduction by Prof. J. A. Smith, and David Hume's "Treatise on Human Nature, and Other Philosophical Works," two volumes, with introduction by A. D. Lindsay.—POETRY AND DRAMA: Ibsen's "Ghosts," "An Enemy of the People," and "Warriors of Helgeland," translated by R. Farquharson Sharp, and Sir Walter Scott's "Poems and Plays," two volumes, with introduction by Andrew Lang.—REFERENCE: "Atlas of Literary and Historical Geography," Vol. II, America; Eric Smith's "Dictionary of Dates," for readers of literature and history, and Walter P. Wright's "Encyclopædia of Gardening," illustrated.—ROMANCE: Bulfinch's "Legends of Charlemagne"; Sir George Dasent's "Story of Burnt Njal," a translation of Njals Saga, and Eugene Mason's "French Romances and Legends of the Twelfth Century."—JUVENILES: Sir Samuel W. Baker's "Cast Up by the Sea," with introduction by F. J. Simmons; Chaucer's Tales retold by Charles Cowden Clarke; C. E. Collodi's "Pinocchio, or the Story of a Puppet"; E. A. Freeman's "Old English History for Children," and "True Annals of Fairy Land: The Reign of King Herda," edited by William Canton, illustrated.

### BUSINESS NOTES.

CAMPBELLVILLE, KY.—J. H. Sanders & Brother announce that they will open a book store and news stand here in a few days.

CRAWFORDSVILLE, ARK.—E. H. Tiley has succeeded J. M. Black in the drug, book and stationery business.

DELAWARE, O.—V. E. Hardin, formerly of Wells & Hardin, has formed a partnership with E. F. Gallant in the book and stationery business. The new firm will be known as Hardin & Gallant.

DETROIT, MICH.—Turner Stanton, for many years manager of the Hotel Gorman news stand, has opened a book and novelty store at 999 Mack avenue.

EDISON, WASH.—Wilkinson Brothers, booksellers and stationers, have dissolved. The business is continued by M. E. Wilkinson.

EL PASO, TEX.—M. E. Elwell announces the opening of a new book and stationery store at 710 North Orego Street.

FULTON, CAL.—T. L. Eckel, bookseller and stationer, has sold out to F. E. Lauman.

GREENFIELD, IA.—Sissel & Stahl are just opening a book and stationery store here.

IDA GROVE, IA.—A. C. Johnston has purchased the book, stationery and news business of Bennett & Company.

LAFAYETTE, IND.—The Jaques-Southworth Company has opened a beautifully fitted up store in the Sharp Building on Main street. The company deals in book, stationery, art novelties, etc.

MONTCLAIR, N. J.—The Edward Madison Company, stationer and bookseller, moved recently into its new building at 429 Bloomfield avenue. In its new quarters the company has greatly enlarged its facilities for displaying and stocking the various lines that it handles. That the change will appeal to its large list of patrons goes without saying.

ROCK ISLAND, ILL.—The Crampton book and stationery business is for sale. Rock Island has a population of 25,000, and this is said to be practically the only exclusive book store in the city. The store is in a good location and can be bought cheap.

SAN DIEGO, CAL.—H. E. Lawrence, bookseller, has sold out to George W. Lowell.

SAN FRANCISCO.—Roger Reynolds is opening a large book and stationery store at 404 Sutter street.

VICTORIA, B. C.—The Hibben block was gutted by fire, November 11, destroying several stores, among them that of T. N. Hibben & Company, booksellers and stationers. The Hibben concern, besides the loss of the block, suffers the loss of their stock, valued at \$40,000, carrying \$28,000 insurance, but, coming within a few weeks of Christmas, the loss of holiday business is irreparable. The block was valued at \$35,000, and insured for \$30,000. Just two years ago the firm spent \$28,000 in improvements on Langley street.

WASHINGTON, D. C.—The store property at 428 Seventh street, N. W., for many years occupied by William Ballantyne & Sons, booksellers and stationers, has been sold by R. C. Ballantyne and William Ballantyne, Jr., to Simon Oppenheimer. The Ballantyne business is to be removed to 1409 F street, N. W.

### PICK-UPS.

#### AT CLOSE RANGE.

KICKER: Who is that seedy-looking man in the shiny coat?

SNICKER: Why, he's the man who writes practical articles on finance.—*Brooklyn Life*.

#### ROMANCE IN A BOOK SHOP.

ONE doesn't expect to find much romance around a second-hand book store, says a writer in the Chicago *Daily News*, except the romantic adventures of bibliomaniacs in discovering first editions. Occasionally, though, some little drama has its setting in



one of those dimly lighted, musty smelling old places.

Instead of the glittering lights and the orchestra, however, there is only a stoop shouldered, spectacled old man for a stage manager, the dusty volumes for spectators and the murmur of the traffic of the city to furnish "slow music."

"We have our little bits of comedy and tragedy, too, sometimes," said the proprietor of one old book shop. "Did you notice that man who just went out a moment ago? Yes? Well, I may say I have succeeded in getting him happily married and to a mighty nice girl, too. It was simple.

"That fellow was a confirmed bachelor. He had been coming in here for a number of years, and I got to know him quite well. I used to twit him about his bachelorhood occasionally, but he was one of these shy, methodical men, and his rooms over north seemed home enough for him until last spring.

"I purchased part of a library last winter from the widow of a man once prominent in the business and social affairs of Chicago. The family had fallen into reduced circumstances and they at last were forced to sell the books. The daughter, a young woman in her early twenties, conducted the negotiations, and the books were delivered to me. It was not long after that my friend dropped in, and I called his attention to my recent purchase. He picked out a little volume of poems from the Italian and took it home with him. He had scarcely left the shop when the young woman came in. It seems there was some sentimental value attached to the volume I had just sold and that it had by accident been included in the lot I had purchased. She wanted to know if I could get it back for her.

"It sounds a little like a novel, but the negotiations between myself and my bachelor customer and the young woman brought about their acquaintance. I wrote him a note explaining the situation and asking him if he would return the book. He brought it back the next morning and the young woman dropped in at the same time to see what I had done about it. I introduced them, and the girl's confusion over having marked several passages in the volume and his confusion in admitting his having read those passages with considerable interest was pretty to see.

"To cut a long story short they found occasion to meet here once or twice a week after that and look over books in which they were both interested, and I was not particularly surprised last June to receive an invitation to the wedding."

"What kind of a present did you send?" was asked.

"I was fortunate," answered the proprietor. "There was an edition of Montaigne's essays they had been looking for, and about a week before the wedding it came in with some books from the library of an old man on the West Side. It was in two volumes, one each, and I sent it to them."

## THE BOOK COLLECTOR.

### OSCAR WILDE'S FORGERY.

STUART MASON, in *The Publishers' Circular*, calls the attention of booksellers and autograph dealers to the fact that there is on the market at the present time a large number of holograph letters purporting to have been written by Oscar Wilde during the last few years of his life. "Though in many cases the forgeries are clumsily executed, in others they are sufficiently skillful to deceive any one except an expert. A few months ago one was catalogued at Sotheby's and withdrawn at the last moment when attention was drawn to the fact that it was not genuine. Still more recently a batch of similar letters was rejected by the same auctioneers. All the forged letters which I have seen are apparently by the same hand. Most of them are headed *Ave. des Beaux Arts*; a genuine letter of Wilde's at that period, if it bore any address at all, would have been written from the *Rue des Beaux Arts*. Many of the forged letters are illegible in parts. Wilde's writing, though undoubtedly it deteriorated toward the end of his life, is scarcely ever difficult for an educated person to decipher. The forged letters sometimes contain a sentence or two from a genuine letter—possibly from one which has been catalogued and quoted." He states also that he has seen "presentation copies" of Wilde's books with forged inscriptions.

## AUCTION SALES.

DECEMBER 12, 13, 2.30 P.M.—Americana; books relating to New York State and the Indians; the collection of W. H. Samson, Rochester, N. Y.—*Anderson*.

DECEMBER 12, 13, 14, 2.30 P.M.—Catalogue of the private library of Frank A. Kerns, of Wyoming, Ill.—*Merwin-Clayton*.

DECEMBER 14, 15, 2.30 AND 8.15 P.M.—Portion of the library of George W. Peavey, of Minneapolis, Minn.—*Anderson*.

DECEMBER 18, 19, 2.30 P.M.—Library of Bleecker Banks, of Albany, N. Y., with selections from the ethnological collections of Carl Lumholtz, library of William Bunker, and books from other sources.—*Anderson*.

DECEMBER 18, 19, 2.30 P.M.—Miscellaneous books. (No. 433, 790 lots.)—*Merwin-Clayton*.

## BIBLIOGRAPHIC NOTES.

THE genealogical items in the "Catalogue of Rare, Valuable and Useful Books," just issued by B. & J. F. Meehan, of Bath, Eng., should be of interest to many Americans. Messrs. Meehan offer to be of service to any of their American clients seeking genealogical information "over there."

Boy-scout literature, such as can be found in nearly every public library of any size, or can be easily and inexpensively procured, forms the subject of a handy reading-list



prepared by the St. Joseph (Mo.) Public Library. "Scoutcraft," specifically, numbers a dozen volumes in this list, which continues with allied works classified under Woodcraft, Endurance, Camps and Camping, Indians and their Signs, First Aid to the Injured, Signalling, Electricity, Astronomy, Swimming, Fish and Fishing, Animals and their Tracks, Birds, Trees and Plants, Patriotism, Chivalry, Thrift and Good Temper, Stories for Scouts, and Good Magazine Articles. One hundred and twelve titles in all are contained in the list.

## CATALOGUES OF NEW AND SECOND-HAND BOOKS.

*F. A. Brockhaus*, Leipzig, Germany, New catalog. (No. 2.)

*George Brumder Book Dept.*, Milwaukee, Wis., Germania Bldg., Book catalogue.

*A. S. Clark*, Peekskill, N. Y., 218 Washington St., Catalogue of pamphlets. (No. 65, 594 titles.)

*John Heise*, Syracuse, N. Y., 410 Onondaga Bank Bldg., Catalogue of autograph letters signatures. (No. 47, 153 titles.)

*Herbert & Daniel*, London, W., Eng., 21 Maddox St., Best books for presents. (Christmas, 1911.)

*Karl W. Hiersemann*, Leipzig, Germany, Königstr. 29, Archæologie, klassische philologie und altertumskunde. (No. 404, 1382 titles.)

*Chas. Higham & Son*, London, E. C., 27a Farringdon St., Catalogue of second-hand books. (No. 504; 2207 titles.)

*Charles E. Lauriat*, Boston, Mass., 385 Washington St., Annual holiday catalogue of book bargains. (Season 1911-12, 550 titles.)

*G. Lemallier*, Paris, France, 25 Rue de Chateaudun, Le correspondant des bibliophiles Français et étrangers. (No. 243, 663 titles.)

*Lusac & Co.*, London, 46 Great Russell St., W. C., Oriental list and book review. (No. 7-8.)

*Lusac & Co.*, Catalogue of second-hand books on Arabia, Persia, Afghanistan, and Turkey. (3006 titles.)

*A. C. McClurg & Co.*, Chicago, Ill., 218 S. Wabash Ave., Catalogue of rare and fine imported books. (No. 38.)

*Joseph McDonough Co.*, Albany, N. Y., State St., Monthly catalogue of rare and fine books. (No. 279; 700 titles.)

*Maggs Bros.*, London, W. C., 109 Strand, Decorative engravings (French and English schools), sporting prints. (No. 274; 299 titles.)

*Maggs Bros.*, London, W. C., Eng., 109 Strand, Rare and choice books. (No. 276, 248 titles.)

*A. Maurice & Co.*, London, W. C., Eng., 23 Bedford St., Covent Garden, Catalogue of books, also a collection of colored Australian views and coaching prints. (No. 202; 256 titles.)

*Martinus Nijhoff*, Hague, Holland, Lange Voorhout, 9, Ancient and modern books. (No. 384; 1094 titles.)

*Stanley Paul & Company*, London, Eng., 31 Essex St., Announcements, October, 1911.

*Putnam's*, New York City, 27 W. 23d St.,

2 W. 45th St., Catalogue of fine old English books. (No. 53.)

*Bernard Quaritch*, London, Eng., 11 Grafton St., Catalog of rare and valuable books. (No. 310, 1255 titles.)

*Bernard Quaritch*, London, Eng., 11 Grafton St., Worcester porcelain.

*E. R. Robinson*, Troy, N. Y., 410 River St., Selections of rare and interesting second-hand books, including Americana, genealogy, Civil War, etc. (No. 3, 414 titles.)

*Rosenbach Galleries*, Philadelphia, Pa., 1320 Walnut St., Catalogue of a remarkable collection of author's manuscripts. (132 titles.)

*San Francisco Public Library*, Monthly bulletin. (No. 11.)

*Theo. E. Schulte*, New York City, 132 E. 23d St., Catalogue of miscellaneous books. (No. 44.)

*Chas. Scribner's Sons*, New York City, 153 Fifth Ave., Catalogue of choice and rare books. (No. 65; 302 titles.)

*Sherwood's*, New York City, 48-50 Maiden Lane, Americana, general literature, natural history. (No. 60, 442 items.)

*Simmel & Co.*, Leipzig, Germany, Rossstrasse 18, Antiquariats-katalog. (No. 225, 2955 titles.)

*Simmel & Co.*, Leipzig, Germany, Rossstrasse 18, Lagerkatalog. (No. 236, 1348 titles.)

*John Skinner*, Albany, N. Y., 44 N. Pearl St., Old and rare books, including a collection on American travel and natural history. (No. 88; 223 titles.)

*E. Steiger & Co.*, New York City, 49 Murray St., Monthly bulletin of new German publications. (No. 229.)

*E. Steiger & Company*, New York City, 49 Murray St., Monthly bulletin of new German publications. (No. 230.)

*Steiger's Monthly Gazette*, New York City, Current English literature. (No. 33.)

*Steiger's Monthly Gazette*, Current English literature. (No. 34.)

*Em. Terquem*, Paris, France, 19 Rue Scribe, Monthly catalogue. (No. 8.)

*Em. Terquem*, Paris, France, 19 Rue Scribe, Monthly bibliography of new books. (No. 9.)

*James Thin*, Edinburgh, Scotland, 56 So. Bridge, Catalogue of second-hand books on natural history. (No. 169, 1195 titles.)

*Toronto Antiquarian Book Company*, Toronto, Canada, 307 Yonge St., Catalogue of valuable and interesting books. (No. 51, 578 titles.)

*Union Library Assn.*, New York City, 225 Fifth Ave., Special sale list. (Pt. 1.)

*Westminster Press*, Chicago, Ill., 509 S. Wabash Ave., Book bargain bulletin. (No. 60.)

*Yale University Press*, New York City, 225 Fifth Ave., Catalogue of publications.

*John Wanamaker*, Philadelphia, Pa., Handy catalogue, 1912.

*Frank J. Wilder*, Saratoga Springs, N. Y., Algonquin Block, Catalogue of an unusually large collection of choice and rare books relating to Vermont. (No. 3; 314 titles.)

*Henry Young & Sons*, Liverpool, Eng., 12 So. Castle St., Catalogue of rare and interesting books. (No. 426, 390 titles.)



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## A. A. Beauchamp.—Continued.

Bevil Faulcon, by A. D. Simms. Pub. in the South around 1840, an old novel, will pay \$10 for copy. Christian Science Journal, 1883, 1884, 1885, nos. or vol.

Any autograph letters, books or pamphlets of Mary Baker Eddy.

## G. W. F. Blanchfield, 43 Elm St., Hartford, Conn. [Cash.]

Anne Royal, anything by.  
Jarvis Family Genealogy.  
Conn. Men in the Revolution.  
Weidenman, Beautifying Country Places. N. Y., 1870.  
Scranton Family Memorial.

## The Boston Book Co., 83 Francis St., Fenway, Boston, Mass.

Amer. Conservation, odd nos., cheap.  
Amer. Jour. Sci. and Arts, vol. 14, 1828, \$5.  
Amer. Literary Mag., O. N., 1847.  
Amer. Mo. Mag., vols. 4-6, 1834-6.  
Amer. Naturalist, vols. 1-22.  
Amer. Notes and Queries, vols. 4, 6, 9.  
Amer. Quar. Rev., vol. 20, S. D., 1836.  
Amer. Statist. Asso. Pub., no. 4, good price, lot of odds.  
Jour. Social Sci., nos. 23, 35 and later.  
Methodist Quar., 1900, odd nos., '03-'10.  
Quar. Jour. Economics, lot.  
School Rev., late nos., cheap.

## J. W. Bouton, 10 W. 28th St., N. Y.

Gray's Letters, London ed. (not Bohn's).  
Statesman's Year Book, 1909.  
Spix, Reisen in Brasilien.  
Roosevelt's Ranch Life, 1888.  
Religious Systems of the World, 1889.

## S. B. Bradt, 234 W. 63d St., Chicago, Ill.

Life of Sumner, by Pierce, 2 vols.  
Clark's Onondaga, vol. 1, shp.

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Secret and Historic Memoirs, 20 vols. Grolier.  
Audubon's Birds and Quadrupeds, 10 vols.  
Historical Memoirs, 24 vols. Barrie.  
Lord's Beacon Lights of History.  
Works of Frank Smedley.  
Tony the Maid, by Howard.  
Tolstoi's Anna Karenina, Garnet ed., 2 vols.  
Collier's America and American.  
Allen's Man Wonderful in House Beautiful.  
Larson's Ideal Made Real.  
Dawson's African Nights.  
Monckhoven's Photographic Optics.  
Mallery's Hist. Sketches of Bohemia.  
Johnson's Hist. of Cecil Co., Md.  
Dow's Composition.

Fortunes of the Landrys.

Baucher's Housemanship.

Houssaye's Behind the Scenes.

Rosenberg's Raffael.

Preston's Colonial Ballads.

Hope's Virginia Bayleaves.

Barbee's Pioneers of Southern Literature.

Poems of G. D. Prentice.

Millard's New Far East.

Arnold's Hist. of Rome.

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Ship of Stars, Quiller-Couch.

Poiton Jack, by Ayrault, Eng. or French.

Robert Elsmere, 1st Eng. ed.

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Larson's Great Within.

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Buhl, Canon and Text of Old Testament.

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Ridpath's History of the World.

**J. W. Cadby, 50 Grand St., Albany, N. Y.**

*American Review* (Whig), vol. 13.  
*Congregational Quarterly*, April, 1875, '76, '77.  
*Educational Review*, 1899, Sept.  
Godey's Lady's Book, 1834-1837.  
*Outing*, 1889, Sept.  
*Portfolio*, Phila., 1801, 1808, 1815, 1823.  
Chandler's Criminal Trials.  
O'Callaghan's Historical Mss. Dutch Period.  
N. Y. Annual Register, 1832.

**Callaghan & Co., Chicago, Ill.**

Rosenburger's Law of Lumbermen.

**W. J. Campbell, 1623 Chestnut St., Phila., Pa.**  
M'Spadden, The Hermit of the Alleghenies (about 1848).

*The Flag of Our Union* (a family story paper), 1846-52.

*New York Clipper*, 1863-72.

*New York Weekly*, 1861, 1864, 1865.

Journal of Danker and Sluyter.

*Notes and Queries*.

Anderson, History of the Italian Renaissance in Italy.

Schwenkfelder Genealogical Records, by Kriebel.

**Campion & Co., 1816 Walnut St., Phila., Pa.**

Queen Anne, by Oliphant.

Stanhope, England During the Reign of Queen Anne.  
Hunting in Africa, Soule.

**Carnegie Library, Pittsburgh, Pa.**

*Publishers' Weekly*, v. 26, July 12, 19, Aug. 30, Nov. 1; v. 27, Jan. 3, June 13; v. 28, July 4, 18, Aug. 22, 29, Sept. 5, 12, Nov. 7; v. 29, Jan. 30, Mar. 20; v. 30, July 3, Aug. 21, Sept. 25; v. 31, Jan. 22; v. 32, Christmas no., Nov. 19-26; v. 36, Sept. 21, Nov. 16; v. 41, May 21, 1892; v. 43, March 11; v. 71, Jan. 26; v. 72, Nov. 9; v. 74, Sept. 5; v. 75, May 15.

**C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.**

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Kant, Cosmogony.

**Central Book Store, 108 W. 18th St.,  
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Indexes to *Harper's Magazine*.

Rebellion Records, vol. 11, part 1.

Ency. Brit., Stoddart ed., vol. 22.

**W. G. Chapman, 118 N. La Salle St., Chicago, Ill.**

Naumann's History of Music, in English. State edition and condition.

**The City Library, Springfield, Mass.**

Crosby, Ernest H., Tolstoi as a Schoolmaster. Hamersmark.

**The A. H. Clark Co., Caxton Bldg., Cleveland, O.**

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Bache, Notes on Colombia, 1822-3.

Wilkes, Exploring Expedition, complete set of 4to ed., with atlases.

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**Columbia University Book Store, 117th St. and Broadway, N. Y.**

Bohm-Bawerk, Capital and Interest, Smart's trans.  
Bohm-Bawerk, Positive Theory of Capital, lat. ed., Smart's trans.

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Droege, Yard and Yard Terminals, last ed. State condition and price.

**Davis Book Store, 41 W. 42d St., N. Y.**

History of the New York Tombs, by Sutton.  
Mysterious Murders in N. Y., by Inspector Byrnes.  
History of Celebrated Criminals.  
History of Dartmore Prison.  
Anything on prison life.

**Dawson's Bookshop, 518 S. Hill St., Los Angeles, Cal.**

Coney, Dictionary of Solubilities.

Newmarch's Tschaiovsky.

Sevigne, Letters to Her Daughters and Friends.

Guerten, The Arthurian Epic, 1895.

On the Trail of a Spanish Pioneer, Elliott Cones.

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Investigation of Trusts, 1897.

Muhleman's Monetary Systems of the World, 1908 ed.

Apples of New York, vol. 1 only.

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New Mirror of Literature, 1843-44.

Gross, Lives of American Physicians.

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Life and Letters of Richard Mockton Milne (Lord Houghton).

Life and Letters of Thomas Campbell.

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I've Been Thinking, Arthur.

Notes on Geology of Baja California, Mexico, contained in Proceedings of California Academy of Science.

Proceedings of California Academy of Science, no. 2, 1859 and 1860.

Geological Sketch of Lower California. Emmons & Merrill.

**Geo. Engelke, 855 N. Clark St., Chicago, Ill. [Cash.]**

Ernest Linwood, by Lee Hentz.

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English Architecture, by Thomas Dunham Atkinson, 1905. Dutton.

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Old Christianity, Onslay.

My Life as an Indian, Shultz.

Bible Read in Light of its Own Scenery.

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Swan, Northwest Coast of Am. N. Y., 1857.

Audubon's Birds of America, original parts, nos.

10 and 80, in the paper covers, uncut, 8vo. Phila.

and N. Y., 1840-44. Five dollars per part offered.

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 Smith's Essay, Typhus Fever, 1824.  
 Boylston's N. Eng. Small-pox, 1727.  
 Currie's Diseases of U. States, 1792.  
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 Caldwell's Origin Pestil. Diseases, 1799.  
 Barton's Memoir on Goitre, 1800.  
 Catherall's Memoir Black Vomit, 1800.  
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 Caldwell's Medical and Phys. Memoirs, 1801.  
 J. R. Cox on Vaccination, 1802.  
 New York Medical Repository, 1797, etc.  
 Thatcher's Guide in Small-pox, 1677.  
 Coleman's Receiving Small-pox by Inoc., 1721.  
 William's Practice in Small-pox, 1730.  
 Walton's Essay on Fevers, 1732.  
 Boyle's Medicina Hydrostatica, 1690.  
 Boetius' Sepulchretum Anatomicum, 1679.  
 Baillie's Morbid Anatomy and Atlas, 1793, 1799.  
 W. Hooker's Medical Delusions, 1850.  
 Baron's Life of Jenner, 1838.  
 Bartlett's Fevers of the U. S., 1842.  
 Bartlett's Certainty in Medicine.  
 Douglass' Hist. Miliary Fever, 1736.  
 Cadwalader's Essay, Illiac Passion, 1740.  
 Mitchell's Yellow Fever, Va., 1743.  
 Clayton's Flcra Virginica, 1743.  
 Tining's Human Excretions, 1743.  
 Tining's Amer. Yellow Fever, 1753.  
 Bond's Bark in Scrofula, 1759.  
 J. Morgan's Inaug. Dissn. Edinb., 1763.  
 Shippen's Placentae Uteri Nexo, 1760.  
 Jones' Wounds and Fractures, 1776.

## Free Public Library, New Haven, Conn.

McLees, Arch. Series of Alphabets and Fancy Letters.

Wm. J. Gerhard, 2209 Callowhill St., Phila., Pa.  
 Transactions Society of Water Engineers, v. 1 to 14.  
 A Book on Southwestern China, by Baber.  
 Proceedings Acad. Nat. Sciences. Phila., vols. 1 to 8.

Goodspeed's Book Shop, 55 Park St., Boston, Mass.  
 Bushnell, History of Chinese Art.  
 Century Dictionary.  
 Lamartine, Stone Mason of St. Point. Tr.  
 Mass. Hist. Soc. Coll., Ser. I., vol. 8.  
 Rimmer, Art Anatomy.  
 Wells, First Man in the Moon. Bowen-Merrill.  
 Stilwell Genealogy.

## John L. Grant, 145 Genesee, Utica, N. Y.

Strickland's Queens of England, 8 vols., list \$16.  
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 Browning, 1910 sub. ed., 12 vols.

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 (Phila.); A New England Tale (New York),  
 1822; Sketches and Tales, also other vols. by  
 Miss Sedgwick.  
 Sherbrooke (New York), 1866, by Mrs. Goodwin.  
 Wide Awake Magazine for 1876.  
 In War Times at La Rose Blanche, 1888 (Boston),  
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 In the Tennessee Mountains (Boston), 1884, by  
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 New England Legends, 1871; Sir Rohan's Ghost,  
 1859 or later ed., both by H. P. Spofford.  
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 Colonial Times on Buzzard's Bay, and The Old  
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 John Holden, Unionist, illus. Price-McGill.  
 Broadoaks, by McClelland, illus. by Boutwood.  
 Price-McGill.  
 Favorite Dishes, the Official Columbian Autograph  
 Souvenir Cookery Book, illus. Carrie S. Shuman,  
 Chicago.  
 The Refugees, by Doyle, illus. Harper.  
 Guide to Old and New Lace in Italy Exhibited at  
 Chicago in 1893, by Cora Slcomb di Brazza.  
 Conkey & Co.  
 Elsket, and On Newfoundland River, both by Page,  
 illus. Scribner.  
 The Inns of Old Southwark, by Rendle, illus. by  
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 How the Other Half Lives and The Children of the  
 Poor, by Jacob Riis, illus. Scribner.  
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 On the Old Frontier, by Stoddard, illus. Appleton.  
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 American Hist. Magazine, Feb., 1836. Pub. in New  
 Haven.

Adams, Hannah, Summary History of N. E.  
 Lord, Beacon Lights, 5 vol. ed. or 15 vol. ed., cheap.

Harvard Co-operative Society, Cambridge, Mass.  
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Transactions of the American Orthopedic Assoc., vols. 4 and 5.

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Colton, Rev. Walter, Three Years in California.

Robinson, Alfred, Life in California. N. Y., 1846.

Burnett, Recollections and Opinions of an Old Pioneer.

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Hall, D. B., The Halls of New England.

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*Am. Journal of Sociology*, vol. 15, nos. 1, 2, 3.

*Cosmopolitan*, Mar., 1886; Nov., Dec., 1888.

*Hibbert Journal*, Oct., 1909.

*Pedagogical Seminary*, Mar., 1910.

**J. B. Hulst, Belmont, Mich., R. R. No. 16.**

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Montaigne's Essays, vol. 1. N. Y., Derby & Jackson, 1859.

Stephen's Yucatan, vol. 1, leather.

O'Reilly's History of Rochester.

Turner's, Phelps's and Gorham's Purchase, and Holland Purchase.

**Paul Hunter, 409 Union St., Nashville, Tenn.**

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Caruther's Knights of the Golden Horse Shoe.

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Planché, Cyclopaedia of Costume.

Cleveland's Compendium of American Literature.

**Illinois Book Exchange, 407 Lakeside Building, Chicago, Ill.**

Ridpath's History of the World, 9 vols.

Schoolcraft's Indians, vol. 5.

Martins' Louisiana.

Turgeneff's Works, 15 vols. McMillan ed., cloth or hf. morocco.

**G. A. Jackson, 8 Pemberton Square, Boston, Mass.**

Bryan's Dictionary of Painters.

Champlin and Perkins' Cyclopaedia of Painters.

James, Painters and Their Works, 3 vols.

**Jacobs' Book Store, 1210 Walnut St., Phila., Pa.**

The Lord's Prayer, by August Stolze.

The Lord's Prayer, by Goulburn.

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Gowers, Epilepsy.

Holt, Care and Feeding of Infants, 1894, 1897,

1903, 1906.

Fillis, Breaking and Riding Horses.

Ball, Diseases of the Eye.

Garland, The Private Stable.

March, Thesaurus.

Madeline, by Kavanagh, good, clean copy.

McEwan, Pyogenic Diseases of the Brain and Spinal

Cord.

Ball on the Eye.

**Jennings & Graham, 57 Washington St., Chicago.**

John Wesley's Sunday Service. Pub. by Methodist Book Concern.

**J. E. Jewett, 997 Greene Ave., Brooklyn, N. Y.**

The Christ Stone. Pub. about 20 years ago, author and publisher unknown.

**E. W. Johnson, 351 4th Ave., N. Y.**

Memoir of Robert, Earl of Nugent, 1898.

The Mulligans, Harrigan.

**Johnson's Book Store, 391 Main St., Springfield, Mass.**

Crocker's Book on Common Forms.

Leland, Pigeon English.

Through Silence to Realization.

**E. Joseph, 48a Charing Cross Road, London, W. C., Eng.**

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Discussions and Transactions, W. C. Lawton.

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Callirrhoe, Michael Field.

Chicago Vice Report.

**Charles E. Lauriat Co., 385 Washington St., Boston.**

Old Time Gardens, by Alice Morse Earle.

Socrates and Socratic Schools, by Zeller. Longmans.

Præ-Socratic Schools, by Zeller. Longmans.

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**Lexington Book Shop, 120 E. 59th St., N. Y.**

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**The Lincoln Book Store, 1126 O St., Lincoln, Neb.**

Stanley's Through Dark Continent, 2 vols.

Stanley's The Congo, 2 vols.

Stanley's In Darkest Africa, 2 vols.

An Englishman in Paris. Appleton.

**J. B. Lippincott Co., Wash. Square, Phila., Pa.**

2 copies Billing and Hurd's Suggestion to Hospital Visitors.

**Little, Brown & Co., 34 Beacon St., Boston.**

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Prisons and Hospitals, by J. S. Gould. N. Y.,  
1852.  
An Experimental Inquiry into the Principles of  
Nutrition and the Digestive Process, by J. R.  
Young. Phila., 1803.  
Whipple Genealogy.  
Arnold, American Dairying.  
Tudor, James Otis.

## W. H. Lowdermilk &amp; Co., Washington, D. C.

Cleveland, Voyages.  
Bacon, Delia Bacon, biographical sketch.  
Templeton, Darby O'Gill and the Good People.  
Laws of U. S. Bioren, pub., vol. 9.  
Earth Not a Globe, by Parallax.

## A. C. McClurg &amp; Co., 215 Wabash Ave., Chicago, Ill.

Mark Twain, Autograph ed.  
Kelmescott Press, Sigurd the Volsung.

## Joseph McDonough Co., 98 State St., Albany, N. Y.

Arnold, American Dairying, 1872 (?).  
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